



emproof
Safeguard what counts

JOIN OUR TEAM!

SOFTWARE SALES MANAGER (m/f/d)

Full-time in Bochum-Ehrenfeld

Emproof GmbH is a high-tech startup located in Bochum, Germany. We are passionate about IT security and protect embedded systems against industrial espionage with formally verified code transformations. We achieve strong security properties and meet functional safety requirements, even on tiny and Linux-based embedded systems.

YOUR PROFILE

- + You are a post-graduate in sales management/sales engineering
- + You have years of experience in software sales management with a proven track record
- + You consistently meet & exceed sales goals, while converting new accounts at strong margins
- + You established a vivid client network through successful client acquisition in B2B software sales
- + You convey a fascination for technological innovation in a sales oriented manner

YOUR TASKS

- + You generate leads and realize sales opportunities from new and established relationships
- + You pursue close relations with high-profile accounts and continuously improve our sales pipeline
- + You consult development to convert tech-innovations into customer-driven sales initiatives
- + You develop national and global enterprise sales strategies to build and grow emproof's presence
- + You get the unique opportunity to assume responsibility for sales team building and key decisions

YOUR BENEFITS

- + Startup culture with highly motivated, collaborative team and short decision-making paths
- + Unique opportunity to directly benefit from achieved growth through employee stock options
- + Very competitive compensation plan with attractive arrangement of variable pay
- + Convenient office location, well connected to major public transportation lines
- + Flexible work hours, inspiring and modern work environment, plenty of office events

Interested? Send your application to
careers@emproof.de

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