

JOB DESCRIPTION: INTERNATIONAL SOFTWARE SALES REPRESENTATIVE

REF: PMSR0723

Our vision:

Creating intelligent software to connect people to advanced Earth observation science & technology.

Pinkmatter is a leading Earth Observation (EO) software company established in 2002, servicing the global market, with offices located in South Africa, Canada, and Germany.

Position overview:

We are seeking a highly motivated and experienced international software sales representative to join our growing sales team. As our sales representative, you will have a strong understanding of the sales process and excel at generating leads, building relationships, and closing deals. The ideal candidate will be a quick learner with strong negotiating skills and an ability to showcase our offerings in a compelling way. Often tasked with giving presentations and attending networking events and trade shows, as our sales representative you must be both personable and professional. The successful candidate will be responsible for driving our software sales on a global scale. You will report directly to the Vice President of Sales and work closely with the sales and marketing teams to achieve revenue targets and expand our customer base. A University degree or equivalent in a technical field such as Remote Sensing, Aerospace Engineering, Aeronautics, Physics, Geology, Geography, or a related field is required. An MBA or equivalent is considered an asset. You need to have 6 years+ experience in a customer-facing role, selling an EO SaaS solution or similar highly technical software solution.

Objectives of this role

- Present and demonstrate the value of our company's products and services to potential customers, and existing customers.
- Achieve weekly, monthly, and annual sales targets by successfully implementing sales and marketing strategies and plans.
- Generate leads and build relationships by organizing daily work schedules to call on existing and potential customers.
- Develop and implement an action plan using comprehensive data analysis, and adjust sales techniques according to interactions, and results in the field.

Key Responsibilities:

1. **Generate and Close Sales**
Proactively identify, target, and engage prospective customers internationally to promote and sell our software solutions. Utilize effective sales techniques, including product demonstrations, negotiations, and objection handling, to secure new business and achieve sales targets. Achieve and exceed quarterly and annual revenue targets on a consistent basis.

2. **International Market Expansion**
Develop and execute strategies to penetrate new markets and expand our customer base globally. Conduct market research to identify potential customers, understand their needs, and tailor sales approaches accordingly.
3. **Relationship Building**
Cultivate strong relationships with prospective and existing customers by providing and coordinating exceptional customer service. Establish credibility and trust through regular communication, responsiveness, and a deep understanding of customer requirements.
4. **Sales Forecasting and Reporting**
Maintain accurate and up-to-date sales records, including pipeline management, sales activities, and revenue forecasts. Provide regular reports to the Vice President of Sales, highlighting sales performance, market trends, and potential growth opportunities.
5. **Collaborative Approach**
Collaborate closely with internal teams, including marketing, product development, and customer support, to ensure a seamless customer experience. Share market feedback, customer insights, and competitive intelligence to help drive product enhancements and optimize sales strategies.
6. **Industry Knowledge**
Stay updated on the latest trends and developments in the Earth Observation industry, including competitor offerings, emerging technologies, and market dynamics. Leverage this knowledge to position our software solutions as cutting-edge, innovative, and tailored to meet the unique needs of international customers.

Qualifications and Requirements:

- Proven track record of success in SaaS sales, particularly on an international scale.
- Effectively uses a value-based selling approach.
- Excellent communication, presentation, and negotiation skills.
- Strong proficiency in English for verbal and written communication. Other language skills are an asset.
- Strong business acumen and understanding of SaaS and EO market dynamics.
- Ability to build and maintain relationships with diverse customers and stakeholders.
- Proficiency with sales management software and CRM.
- Strong ability to balance persuasion with professionalism.
- Self-motivated, target-driven, and results-oriented.
- Exceptional organizational and time management skills.
- Ability to travel at least 25% of the time to customer events internationally.

Joining our team as a sales representative offers an exciting opportunity to contribute to our global growth and make a significant impact in a fast-paced and innovative environment. We would love to hear from you if you are passionate about sales and earth observation, possess exceptional interpersonal skills, and thrive in an international sales environment.

To apply, please submit your resume and a cover letter detailing your relevant experience and why you believe you are the ideal candidate for this position to jobs@pinkmatter.com (Ref: **PMSR0723**)