**TrusTrace (Logo)**

**Business Development - Germany**

**MAKE A DIFFERENCE WITH TRUSTRACE**

***Help make the world a better place, one product at a time - with traceability and sustainability solutions for brands and consumers.***

**About the Company:**

TrusTrace creates Product Traceability and Transparency solutions that make the world a better place, one product at a time. We created a digital platform that uses the latest technology - Blockchain/IoT/AI/ML - to deliver critical, accurate information to our customers on products, factories, sustainability and production methods.

TrusTrace is the leader in its space and growing rapidly to enable responsible production practices and conscious consumerism. Everyone on our team is talented and passionate about what they do. We run a welcoming and inclusive work culture, with none of the traditional hierarchies, where everybody’s ideas and thoughts are valued.

**About the Role:**

As a team member at TrusTrace, you’ll get to solve challenging, real-world problems that truly make a difference to society.

This role involves leading all TrusTrace’s B2B Sales & Business Development activities in Germany focussing on Brands and Retailers for the Fashion and Food verticals

You will work closely with the customers and liaise with TrusTrace’s solutions and product teams to ensure we deliver a good experience for the customers. The role would involve complete ownership of customer management from customer qualification to deal closure. This will involve aligning our solution to the customer needs and business case, developing propositions, create product demos, account plans and close deals.

**Experience:**

* 10+ years in the area of B2B SaaS sales and business development
* Retail Tech experience with relationships with Fashion and Food companies preferred
* Track record of meeting/exceeding sales targets
* Understanding of the DACH region
* Having worked in multi-region, multi-cultural teams
* Building teams (though we expect the role to be individual sales role initially)

**Responsibilities:**

* Qualification of sales leads
* Market and Customer analysis
* Positioning product aligned to customer needs
* Creating presentations and proposals
* Deal closure
* Customer Relationship Management
* Support marketing campaigns, where needed

**Skills:**

* An understanding of technology
* Curiosity and eagerness to learn
* Excitement at proving yourself in a dynamic scaleup
* Excellent written and verbal communication in English & German
* Ability to work independently and build teams

**You should apply if:**

* You’re looking for a role where you can make a mark over a long period of time
* Enterprise software makes you happy
* Making a difference means more to you than job titles
* You’re a self-starter and a problem solver – nothing makes you smile more than finding the answer
* You’re like TrusTrace’s most successful team members:
	+ at home in a diverse, multicultural workplace
	+ comfortable working with teams based across different time-zones
	+ authentic
	+ quick on their feet
	+ comfortable with ambiguity and complexity
	+ flexible and patient, with an ‘all-hands-on-deck’ attitude

**Job details**

* Start ASAP
* Full time
* Based in Germany (Anywhere)