



## Sales Executive DACH (m/f/d)

Cuculus is the key to providing utilities to all, while protecting the world's precious resources. Jointly with our international partner network, we provide cutting-edge software and technology solutions to address utility challenges now and in the future. Cuculus will never tire of creating innovative technology and services that enable utilities and organisations to successfully transition to a new era of providing and managing electricity, water, and gas. The work we do is important for individuals, cities, and entire nations. Our work is serious, but we have fun with it, too.

**Shape the utilities market of the future with us. Join our team as Sales Executive DACH (m/f/w) in full-time in one of our office locations or remote.**

### What is the role about?

- Achieving growth and assigned sales targets. Identifying, qualifying, developing, and supporting the closure of new business.
- Being responsible for own deal price structure analysis and design, creating and executing sales project strategy.
- Driving local partnerships and a stronger long-term partner eco-system.
- Being responsible for a strategic business development, sales and go-to-market plan that expands Cuculus' customer base and ensures its strong presence in the market.
- Consolidating, escalating and resolving customer complaints in the territory.
- Increasing Cuculus' market relevance and brand recognition via industry events. Presenting company's vision and involvement in regulatory and industry activities.
- Reporting in a regular, clear and disciplined manner to the business.

## You fit in with us, if you ...

- are a fluently German-speaking senior metering industry professional who enjoys Sales execution, Business Development and Customer Engagement.
- have a 10+ years track record of new business creation and quota-carrying roles.
- have proven mastery of technology sales (metering, telecom, enterprise software, professional services).
- demonstrated experience in developing and scaling channel partnerships
- have extensive utility industry relationships
- have an excellent network of SI and technology providers
- role model outstanding organizational, time management and ethical leadership skills
- work independently as part of a distributed and inter-dependent team
- go out of your skin to deliver results on the committed plan
- are exposed to a rich variety of projects, people and cultures, and you enjoy diversity

## What's in for you:

- Being part of our Sales team, you can expect diverse and exciting time in an international and constantly growing technology company.
- Flat hierarchies and the chance to really make a difference and see your ideas grow into real projects.
- A permanent employment contract with fair conditions and flexible working hours and the possibility to work from home - no ifs and buts.
- A pleasant, informal and open working environment with modern equipment, fresh fruit and drinks for free as well as regular team events and workshops.
- Other benefits including e.g. day-care allowance, bike leasing and company pension scheme.



**Sounds interesting? Great, let's get to know each other. Send your application to [jobs@cuculus.net](mailto:jobs@cuculus.net) and let us know why we could be a great match!**

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