



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 in Leipzig, Erfurt, or Ilmenau or work remotely in full time as Sales Executive DACH (m/f/w).

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.
- Drive local partnerships and a stronger long-term partner ecosystem.
- Being responsible for 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.
- You have a 10+ years track record of new business creation and quota-carrying roles.
- You have proven mastery of technology sales (metering, telecom, enterprise software, professional services).
- You have experience in developing and scaling channel partnerships.
- You have extensive utility industry relationships.
- You have an excellent network of SI and technology providers.
- You role model outstanding organizational, time management, and ethical leadership skills.
- You work independently as part of a distributed and inter-dependent team.
- You are exposed to a rich variety of projects, people, and cultures, and you enjoy diversity

What's in for you:

- Working in our Sales team, you can expect a diverse and exciting time in an internationally acting 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 and let us know why we could be a great match!

Cuculus GmbH

Germany | Lindenstraße 9-11 | 98693 Ilmenau

Germany | Großer Brockhaus 1 | 04103 Leipzig

Germany | Anger 63 | 99084 Erfurt

United Arab Emirates | Swiss Tower, Cluster Y | Jumeirah Lakes Towers | Dubai

South Africa | 19 9th Street Houghton Estate | 2196 Gauteng | Johannesburg

