

CHIEF COMMERCIAL OFFICER

Welcome to one of our postings! If you feel this is your next great step to keep rocketing your career, we'd like to hear from you!

About us:

At Sensing Tex, we are creating the world's first textile computing platform for Sensing Mats, integrating technology directly into the only thing we've been wearing, interacting and using our entire life – our textiles. The sensors embedded within our Mats create your Digital Identity, which will be consumed by those who matter to you - your doctors, coaches, other IoT devices, your family members - without you consciously having to think about it. Imagine a world where your doctor is aware of the onset of a disease before you even visit. The line between the digital and physical world is becoming increasingly blurry, and we believe Sensing Mats and Textiles is the next medium to bridge that gap.

We're looking for people who believe in our mission to make Sensing Mats and Electronic Textile technology truly ubiquitous and convenient, so that everyone can benefit from it. We are a cross-functional team solving big challenges at the intersection of textiles, electronics, software, and data science.

You:

You're excited at the prospect of playing a pivotal role by working closely with the management team. You're not afraid to get your hands dirty by doing some hands-on work, but you're also a strategic thinker with insight and creativity. You're excited at the prospect of working on a new brand and cementing it as leader in the smart textiles technology space. Lastly, you enjoy being part of small teams that make a big impact and that's the reason being at a startup is the right place for you.

The challenge

The Sales and Partner Manager is a newly created position at Sensing Tex. It encompasses sales, channel partner management and key customer account overseeing. We have created it for a champion like you, that seeks opportunities to grow, to produce results, and to receive recognition for an amazing work.

At Sensing Tex, we are entering a rapid expansion phase in chosen markets and geographies in NorthAmerica, Europe and other main technologies territories in Asia that will make our Sensing Mat platform available to customers in distinct market segments. Each market requires some level of adaptation of our Sensing Mat technology, and a different sales motion.

By means of your experience, talent and career ambition, as a Sales and Partner Manager you will be cornerstone in orchestrating the onboarding of new strategic customers, in developing a network of go-to-market partners and, ultimately, in increasing sales of Sensing Tex.

Member of a highly collaborative team, you will create and maintain a solid feedback loop connecting the market, sales operations, marketing and our development and design teams.

This is a fast-paced role which demands flexibility, vision, ability to execute, to lead, to learn, to innovate, and to sell a product that brings currently inexistent capabilities to the customer.

What you'll do

- Reporting to the CEO and CTO, and based in Barcelona, you will manage the whole customer acquisition cycle for Europe, North America and Asia, including information analysis, prospection, information requests, crafting outstanding business proposals, developing solutions, and of course, negotiating and closing.
- Coordinate an elite, contracted small sales team in those territories (other countries will follow) to optimize effectiveness and efficiency across all WW sales activities.
- Onboard a high-profile, hand-picked go-to-market partner network in the assigned geographies, and manage their success via performance management, data driven sales approach, funnel management and proper forecasting.
- Collaborate with Product technology teams to influence not only the creation of marketing contents, sales tools and outstanding messaging, but to be part of the success in product launches, product demos or other activities to create awareness and to increase demand.
- Collaborate with Product Development teams to influence product development in response to changing market dynamics and emerging opportunities.
- Along with the Sensing Team, participate in industry events, trade shows, conferences, briefings, and prospection meetings.

What you need to succeed

- BA or BS in Engineering and/or technology business MBA related field.
- What drives you is a relentless curiosity and eagerness to learn, understand, innovate, and create value finding opportunities and designing solutions.
- Experience leading the success of a distributed Partner / VAR network in a B2B2B environment with a high technological component in markets like retail or equivalent
- A prescriptive/consultative sales approach, and the ability to connect features and use scenarios of our platform with the strategic view of the customer and how it will make them succeed.
- You love technology, are interested in electronics or/and textiles, AI and Computer Science, and have the ability to explain why all of these solutions are relevant to the final solution.
- You are an excellent listener and showcase a solid customer approach by outstanding diagnose, discovery and understanding of their needs. You are a “closer”. Moreover, you understand partnering with customers and growing together.
- Organizational agility to understand economic fluxes, customer's business models, value balance and what is at stake for all key players (who wins what, and how much).
- You have the ability to work cross-functionally across marketing, product marketing and development teams, creating a solid feedback loop to the benefit of all.

- You are an outstanding communicator, and exceed in diagnosing and qualifying, articulating amazing messaging, negotiating, reporting, mentoring, and providing or requesting feedback.
- Strong analytical mindset, and the ability to assess impact and risk. A KPI champion, data driven and able to make decisions based on results and forecasting.
- Ability to rapidly prioritize and react to changing market dynamics, change gears between tactic and strategic action/thinking, and planning and doing, and even reorienting the role as Sensing Tex evolves.
- Able to travel to collaborate with Partners, attend customer meetings, and industry events.
- You can cope with market changes and with the company changes of markets.
- You are independent, accessible, and highly professional when connecting with all types of key players (user, champion, sponsor, etc.).
- Ideally, you've had the "start from scratch" experience, and have instrumented the sales growth of a startup, making your mark in creating and designing sales operations and documentation.
- Optimally, you come from the smart textiles, wearables technology or printed electronics environment, and have managed an indirect sales channel with resellers, system integrators, OEM and the like.
- Marketing: Must be familiar with a variety of digital marketing platforms and strategies, i.e. social media, SEO, SEM, etc. Experience in content marketing, SEO, journalism or a related field (e.g., PR, media)
- You have strong orientation to success – company results, customer success, team success. You enjoy people and working in terms of personal and team contribution. You have a clear vision of where you are going, and how this opportunity fits in your career plan.

Sensing Tex. is a growth company that looks for team members to grow with it

Type: Permanent, full-time position

Compensation: Let's talk!

Location: Barcelona, SPAIN

Keep in mind that Sensing Tex is a brand new company and everybody does a little bit of everything.

As the company grows, opportunities will present themselves and internal mobility and growth will be encouraged. We need awesome, hard-working people now that understand the ethos behind a start-up and are willing and excited to be a part of everything that goes along with it.

www.sensingtex.com

While we thank all applicants for their interest, only shortlisted applicants will be contacted.

Thank-you for your interest in Sensing Tex!