

Sales Leader at CAEmate

Are you a strategic thinker with a strong ability to lead sales teams? Do you have a passion for innovation in the field of Civil Engineering? We are currently looking for an exceptional Sales Leader to join our crew.

About CAEmate

CAEmate is an Engineering Software company developing disruptive technologies for Monitoring and Predictive Maintenance of Infrastructures (bridges, viaducts, tunnels, slopes, buildings, wind towers). Our mission is to digitalize infrastructure while making it safer and smarter. We strive for safety, sustainability and innovation, and we are committed to fostering an engaging, innovative work environment.

Role Description

As our Sales Leader, you will guide our sales team and organize our sales strategy, establishing and maintaining strong relationships with our Customers.

Key Responsibilities

- Conceptualize, develop, and execute an international sales strategy to drive revenue.
- Manage a team of sales managers and sales engineers, ensuring they reach their collective goal.
- Proactively and independently perform sales activities like contacting prospective customers, understanding their needs, and communicating our value proposition as a brand.
- Leverage your existing network in the field to identify potential leads and establish fruitful partnerships.

Your Profile

- Bachelor's or Master's degree in a technical domain, preferably Civil Engineering, or related industry experience.
- 8+ years of professional experience, with a significant portion in sales.
- Proven track record in a sales leadership role.

CAEmate S.r.l.

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- Strong verbal and written communication skills in English.
- Ability to work independently and meet aggressive sales targets.
- Knowledgeable about our product or the ability to understand it quickly.

Our Offer

- Young, dynamic team of engineers and developers
- Modern office within the NOI TechPark innovation campus
- Flat hierarchies with short communication channels and quick decisions
- Fulfilling, broad and varied field of tasks
- High-quality training and constructive feedback culture
- Latest high-tech gear for best performance and efficiency
- Immediately available full-time position with on-site approach
- Attractive compensation: 60k – 120k €/year depending on experience and skills
- Financial incentives: 40k - 60k based on jointly defined KPIs

Join Us

If you are ready to take the next step in your career by joining a team dedicated to safety, sustainability, and innovation, don't hesitate! Apply and start your journey with CAEmate today to make the infrastructure field safer and smarter.

CAEmate is proud to be an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Apply today and help us shape the future of the civil engineering industry!

- Through our website: <https://caemate.com/careers>
- Via e-mail: info@caemate.com
- Via LinkedIn: <https://www.linkedin.com/company/caemate>

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