

Renaissance Sales Position (100%)

Would you like to join a fast-growing environment and have a direct impact on our product, market, and region expansion? The Veezoo team is looking for an experienced leader to drive the Expansion and GTM strategy for Veezoo's A.I. product we are launching across the DACH region.

Key Responsibilities:

- Build, lead and grow your own book of business, selling to our top accounts within the insurance industry, driving significant growth in the market.
- Navigate the decision making process within large corporates and influence key decision makers.
- Build a deep knowledge of the customer's business and be able to discuss it from different angles.
- Investigate and identify new opportunities to develop the business further, presenting the results accordingly, with a solid business case.
- Develop new sales and marketing collaterals required to support the sales process.

Key Requirements:

- Number oriented mindset with ability to argue and decide rationally, based on data, reasonable assumptions and a business case.
- Technical understanding of Data Analytics (DBs, AI, ML, NLP, ...) and/or IT Systems and processes (CRM, BI, DWH, ETL, ...).
- Comfortable discussing and negotiating large deals with multiple stakeholders.
- Comfortable doing cold calls and pushing the customer without being aggressive.
- Ability to create professional slide presentations and tell a persuasive story.
- Fluent in German and English.
- Send your application to join@veezoo.com with the subject: "Veezoo + Your_Name: Sales Position" to show that you are able to fulfill requirements ;)

Preferred Experience and Skills:

- Experience with large corporate sales and stakeholder management.
- Experience and network within the Insurance and/or Banking industry.
- Knowledge about lead management processes within the Insurance industry.
- Fluent in French.



About Veezoo

Our mission at Veezoo is to enable people to take better decisions by empowering them with the exact information that they need, at the precise moment when they need it. In order to achieve that, we develop and sell a powerful software which combines valuable data with sophisticated algorithms and a seamless user experience.

The idea for Veezoo sparked on the 20th of March 2015 during a Hackathon, right after a solar eclipse changed the decisions that we were about to take. Within less than 24 hours we had the very first prototype of Veezoo. A few months later, one of the largest financial service providers in Switzerland invested in the initial development of Veezoo.

The vision was clear from the beginning. Improving the access to information was the main driver of progress during history: from the printing press to the telephone and the internet. We have reached the point where information is more valuable than energy, data is the new oil. Yet, corporates are still far from leveraging all the value that data has to offer. There needs to be a solution for that. Veezoo.

From that moment on, it was all about aligning the important factors towards success, just like the sun aligned with the earth on day zero. Angel investors that support the vision. A selected team that is able to realise it with A-grade quality. Initial corporate clients with the drive to innovate. A market that needs Veezoo to fulfill their needs. Finally, the fuel to boost our growth and to become the definitive solution for corporates, on a global scale.

That's the story that we are writing. Let's write it together.

Interested? Write us an email at join@veezoo.com if you fit the requirements.