

Attensi is expanding rapidly and we are now looking for a VP Sales to help us grow our business in the German market!

ATTENSI

German speaking VP Sales – Oslo

Attensi is one of Norway's fastest growing technology companies. We make 3D gamified simulation training for large corporations, and are a global leader in our field. Our solutions create a realistic 'learning by doing' environment in a virtual 3D setting and makes training fun and engaging!

You can see more about our products here: <https://vimeo.com/attensi>

Attensi was established in Norway in 2012 and our training is now being used by global brands in more than 70 countries and in 11 different languages. We are 95 employees across Norway and the UK and continue to expand rapidly.

Who are you?

To support and expand on our existing international growth, we are currently seeking an energetic and proven VP Sales with **native-level German language skills**, to join our team in Oslo.

Our dream candidate wants to become part of an exciting and rapidly growing scale-up that is already a global leader in its field. You will use your knowledge and experience of working with the German market to further advance Attensi's business in Germany. This might mean that you will be spending a significant amount of time in Germany, and potentially in time relocate there.

This position is considered a key role in our growth and will be working closely with Attensi's leadership team to **expand our business in Germany**. Based on our experience from the work we are doing with existing German customers we believe **there is enormous untapped potential in this region**.

Lead generation and meeting booking should be expected to form a large part of this role; we are looking for "**Hunters**". However, Attensi do utilise a range of inbound and outbound lead gen tools to cater for the sales process.

Our experience from the last years is that when we get in front of the right prospects we have enviably high closing rates. For a person who enjoys the art of selling and closing deals with large corporations this should be a very exciting prospect.

Attensi primarily work with medium and large companies (more than 1000 staff). Success in this role will largely depend on the ability to get in front of and perform in meetings with CxOs and director-level prospects.

You will have:

- BSc degree or higher
- At least 8 years' work experience, preferably with SaaS products
- Previous success with selling to CxOs and Directors of large corporations
- Experience selling to and working with Industrial clients (automotive, energy, production, shipping etc.)
- Native or full proficiency German language skills

Advantageous to have:

- Consultant background OR proven experience of success with consultative selling

What will you do?

You will leverage your expertise in sales, business development and the German market, to expand Attensi's business in Germany. Building off our existing customers base and experience in the region you will proactively bring in, and land, new Attensi customers.

- Developing a target list of ideal customers, and actively pursuing meetings with key decision makers in those companies
- Attending industry events and exhibitions
- Utilising existing sales channels and identifying and exploring new potential sales channels
- Mapping and specifying organisational challenges, training and development needs together with the customer
- Working with the Customer Success team to support their introduction to the customers
- Developing and growing customer accounts in collaboration with the Customer Success Team

What do we offer?

At Attensi you get to work in a flat, open and free environment, surrounded by committed, smart and talented colleagues from a variety of backgrounds, both culturally and academically.

Attensi is committed to giving people the opportunity to grow and you will also be able to develop your role over time. You will also be offered exciting challenges in a dynamic and innovative environment with great ambitions.

Attensi has an energetic and social working environment. We work hard, but also have a lot of fun together. Monthly social activities like Attensi-days, sporting events, after-work drinks, parties, game nights and company trips to our Norwegian HQ or

elsewhere, are some of the ways in which we ensure we not only work together, but also play together!

- The opportunity to take equity in the business after a qualifying period
- Competitive base salaries
- Great, transparent commission structure
- Monthly company social activities
- Annual conference (previously Dublin, Madrid)

Join us!

Learn more about Attensi here: www.attensi.com

Interested?

Please apply here: <https://attensi.teamtailor.com/jobs/270766-german-speaking-vp-sales-oslo>, or reach out to Karen Klakegg, Talent Manager at +47 48281245, or karen.klakegg@attensi.com