



## Virtual Solution Sales Manager (Telematics & EV Charging)

**Workplace:** E15 2GW, Stratford

**Apply online!**

### What to expect:

Bertrandt is an independent and international development service provider with long years of automotive expertise. With cross-industry know-how and a holistic understanding of systems and products, we create technological solutions at any stage of the product development process. We deal with a focus on hot topics such as digitalization, e-mobility and autonomous systems, mainly for the automotive, aerospace and mechanical engineering sectors, and consistently facilitate the development of tailored solutions in these areas. Our goal: to accelerate technological progress and make a relevant contribution to a sustainable future. We work on this every day – with around 14,000 employees at more than 50 sites worldwide.

We are supporting various customers worldwide in automotive engineering.

We are recruiting for a Virtual Solution Sales Manager (Telematics & EV Charging) for our UK customer.

### Objectives

Our customer's team is a fast-growing new division selling data solutions such as Electric Vehicle Charging

### What you bring along:

#### Skills required:

Strong communication skills to work with our dealer network, new prospects and existing customer base whilst also working with multiple teams internally.

Be confident in upselling and spotting sales opportunities.

Be able to deliver first class customer experience.

Possesses a high level of administrative skills.

Able to multi task multiple requirements and actions at once with a good sense of prioritisation.

#### Skills preferred:

Able to use Salesforce, Microsoft Excel and Power Point would be preferred.

An enthusiastic self-starter that is determined to make an impact as an individual contributor whilst working with the team to achieve the overall Country goals.

A team player who enjoys working in a team with smart and ambitious colleagues.

solutions along with integrated Dash Cam technology being launched soon to commercial vehicle fleet operators both directly to customers and through our vast dealer network. The successful candidate will have a passion to be part of a winning team that is pushing for success and help grow our business within the industry.

We're looking for an individual with strong communication skills with experience in sales/relationship management ideally in SaaS that is passionate about technology and energised by working within one of the biggest automotive brands in the world. This is a hybrid position (office and home) to support the growth of our sales objectives.

- As VSSM (Virtual Solution Sales Manager) you will be responsible for managing inbound leads for the country, grow the existing SMB customer base and support and grow the business of a selected range of dealers
- You will be instrumental in the nurturing and upselling to our Freemium customer base for which you will plan and execute sales webinar
- You will be the face to a selected group of dealers from whom you will be building your customer network and raising the dealer awareness for the portfolio of our services offered (Electric Vehicles, Charging, Servicing and Data Solutions/Telematics)
- Conduct on-line sales demonstrations to prospective customers
- Work closely with client onboarding teams to support a seamless and first-class customer experience

Position is confirmed inside IR35. Successful candidates need to be eligible to work in the UK.

Experience required:

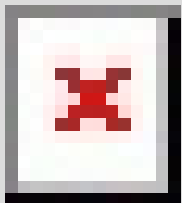
3+ years of online sales/account management experience

Experience preferred:

Channel and/or direct sales experience within a SaaS business

Measured success and proven experience in either telematics, mobility, EV Charging or software sales

**What we offer: An interesting and varied role with an expanding international company, recognised for its industry expertise, company culture supporting teamwork and creativity**



**Contact:**

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