

## GLOBAL SOFTWARE SALES MANAGER

SEED INDUSTRY

Toulouse (or Paris), full time, Starting date: ASAP

### ALTEIA:

Alteia is an AI-driven platform, offering a comprehensive suite of tools to enable digital transformation in enterprise asset management. The company has over a decade of experience in capturing and analyzing imagery, resulting in a Visual Intelligence offer that combines the best of computer vision and AI technologies. The platform ingests and structures massive varieties of data from the field into a single source of truth, and builds predictive models of industrial infrastructure. It facilitates the optimization of the entire operations lifecycle, mitigates risks, and delivers critical assessments in real time. The company is headquartered in Toulouse, France and has offices in Paris, California and Montana.

By joining Alteia, you'll participate in the transformation of key industry sectors that are increasingly relying on imagery and artificial intelligence to drive their businesses. You can make a difference every single day in a brand-new market you develop and implement your ideas as part of a leading, fast-growing and cutting-edge company!

It is in technical excellence and perpetual innovation that we recognize ourselves. We encourage out-of-the-box ideas and incentivise our teams to develop their creativity. Alteia can give you a unique opportunity to gain valuable and challenging experience in a rapidly growing business with passionate and easy-going enthusiastic people.

### Job description

Our seed industry SAAS portfolio to support the digital transformation strategy of field notations is gaining momentum. This offer has grown exponentially since its inception thanks to successes with key leading companies such as BASF that deploys our solution worldwide. We're looking for a strong sales manager to continue this growth! You will be responsible for managing worldwide sales and success for our visual data management solutions for field trials.

### Your missions

Reporting to the Head of agriculture and forestry, your main responsibilities will be:

- Definition & deployment of Alteia's sales strategy for field trials in the different geographies.
- Animation and development of sales through our reseller, throughout the sales cycle
- Training of reseller sales and support forces
- Foresee sales support needs (collateral and sales tools, ...)
- Business development and lead acquisition: continuous research for new prospects through your network of contact and via internet, telephone and social networks

- Day to day sales operations by presenting to customers, developing financial and technical proposals and negotiating agreements
- leads and customers visits, meeting and demos of Software + Hardware
- Generation of upsell through a close customer follow-up and loyalty analysis
- Constant feedback on the market evolution in your area incl. main sectors evolution conducting to maintain a precise prospects list per sector
- Analysis of the competition
- Regular reporting of the sales activities and use of all Alteia processes
- Active participation in the organization of international exhibitions

## Your profile

We are looking for someone having demonstrated a strong successful sales experience with concrete achievements in the field trial industry, ideally in a high-tech environment or familiar with any key environment for our activity and/or application (for example: aerial, satellite imagery, sensors, agriculture). Strong experience in software (SAAS, PAAS), with proven closing 6 or more - figure contracts. We are looking for someone with the profile of an Entrepreneur with great autonomy and capacity to think about strategy and Business Model with an empathetic vision.

You have an established & reliable network of contacts within large agriculture companies.

### ATTRIBUTES

- Dynamic: You're energetic, highly motivated and you can operate effectively at a fast-paced company and embrace change
- Quick learner: Capable to understand the systems and our offer within few weeks
- Autonomous: You're a team player and are also able to work individually on your own projects
- Empathic person: Capable to understand the client's needs, gain their trust and convinced them to buy
- Result-driven: Capable to articulate goals and established timelines
- Capable to express himself/herself in different languages in a clear and direct way
- Creative and reactive: Capable to solve problems and possess an appropriate sense of urgency
- Technology oriented: Enjoy working in a highly technical environment, engineering skills would be appreciated
- Persistent for the purpose of succeeding. It's all about winning the deal!

### QUALIFICATION AND SKILLS

- Education Level: Ideally post graduate with an agronomy or/and a business degree
- 5 years minimum experience in sales on key accounts.
- Languages: English: fluent / Other languages will be appreciated (French/Spanish/German)
- Excellent verbal and written communication skills
- Technical knowledge: software and interests in the innovation, technical environment and drone industry or remote data acquisition (aerial, satellite, others)
- You are able to travel at least 50% of the time