

**ZutaCore** is looking for new talent to join the EMEA Sales team. **ZutaCore** is a fast-growing, well-funded private company that develops waterless, direct-on-chip, two-phase liquid cooling systems for the booming data center market. We work with an ecosystem of leaders across the global data center value chain to enable a sustainable digital transformation.

We invite you to join our purpose-driven culture of passion, optimism and caring about our customers and each other.

- We are bound by a shared vision
- We are committed to the highest quality standards for all our products and services
- We consistently provide the best service in our industry
- We believe everything is possible
- We play as one, and we are all a part of a winning team
- We take action and responsibility

### **Job description**

Title:	Sales Manager
Scope:	Full-time
Location:	Europe
Travel:	Frequent international travel

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### Job Description

At ZutaCore, our sales team is the engine that drives our global customer reach. We are seeking a qualified sales manager to help keep our revenue engine running through their own skill and the leadership of a team of driven sales representatives. Our ideal sales manager has in-depth knowledge of and experience with the sales process, excelling at lead generation, relationship building, and closing deals. We're seeking a quick learner with strong negotiating skills, and someone with a track record of success who can inspire the same in others. The role demands a leader with a sharp mind and the ability to coach, advise, motivate, or replace sales representatives to create and maintain a high-performance sales force.

### Objectives of this Role

- Represent our company, with a comprehensive understanding of our offerings
- Research consumer needs and identify how our solutions meet them
- Motivate, and advise a team of sales representatives
- Achieve company objectives through effective planning, setting sales goals, analyzing performance data, and projecting future performance.
- Continuously develop personal leadership, and training skills while ensuring the team is using effective sales tactics to meet revenue objectives.
- Generate leads, and build and nurture client relationships

## Daily and Monthly Responsibilities

- Create and execute a strategic sales plan that expands customer base and extends Europe reach
- Meet with potential clients and grow long-lasting relationships by understanding their needs
- Track, analyze, and communicate key quantitative metrics and business trends as they relate to partner relationships
- Set objectives, train and coach, and monitor performance ensuring assigned tasks and responsibilities are fulfilled
- Identify knowledge gaps within the team and develop a plan to fulfill them
- Oversee the sales team to ensure company quotas and standards are met by holding daily check-ins with team to set objectives for the day and monitor progress regularly
- Manage month-end and year-end close processes

## Skills and Qualifications

- Bachelor's degree in marketing or business administration
- 7+ years in sales management within a corporate setting
- Proven track record of success the sales cycle from plan to close
- Excellent communication, interpersonal, and organizational skills
- Superb leadership ability
- Ability to travel at least 70% of the time
- High level of English

## Preferred Qualifications

- Advanced degree
- Motivational speaking experience
- Proven success rate at levels above quotas

## Contact Details:

[claudio.cossu@zuta-core.com](mailto:claudio.cossu@zuta-core.com)