



ZutaCore is looking for a talented, ambitious team-player, to join our Sales team. We are a fast-growing, well-funded, private company that develops waterless, direct-on-chip, two-phase liquid cooling systems for the soaring data center market (and beyond). We are working with an ecosystem consisting of some of the world's leading brands in the data center value chain, enabling them to reach a more 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 of our products and services
- We consistently providing the best service and support to our customers
- We believe anything is possible
- We play as one, and we are all a part of a winning team
- We act fast, and believe in accountability

Job description

Title: Sales Manager

Scope: Full-time

Location: Europe

Travel: Frequent international travel

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

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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

Please submit resume to:

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