

November, 2021

Chief Sales Officer

Zurich, Switzerland

At Drone Harmony, we are on a mission to digitize large-scale infrastructure using fully automated drone inspections. Our worldwide unique FULL-3D flight planning engine is at the core of our enterprise software suite, comprised of a web application, mobile flight control applications and cloud systems.

As **Chief Sales Officer**, you'll be responsible for shaping the sales funnel and scaling the sales team of a rapidly growing SaaS company. We're looking for a sharp, energetic, hands-on individual passionate about implementing solutions that transform the status quo. You will find yourself in a critical client-facing role and take ownership of revenue generation for the company: building, managing and developing a high-performance SaaS sales team; creating a systematic, data-driven sales process; filling and driving the sales pipeline; and closing enterprise-level deals across our industry verticals.

Your daily tasks will consist of:

- Structure & maintain a scalable sales pipeline from prospecting/demand generation through contract execution
- Hire, train and lead a team of high-performing Sales Development Representatives and Customer Success Representatives as the company grows
- Execute lead generation strategies in collaboration with business development
- Aggressively drive and close sales with senior executives through product demo calls and onsite meetings, RFP responses, negotiations, and contracting
- Engage with prospects and existing clients to understand their unique and specific value drivers and pain points; provide customer feedback to the product teams
- As a member of the leadership team, support and drive overall company objectives
- Select and establish a sales CRM for the company's account management
- Prepare periodic sales forecasts & track sales performance

Requirements & Qualifications:

- Record of meeting or exceeding ambitious sales targets
- Demonstrated ability to develop and lead a high-performing sales team
- Exceptional verbal and written English communication & negotiation skills is a must (Additional language, e.g., German, is an advantage)
- Minimum of 5 years of experience in B2B/Enterprise software sales (Sales of SaaS is an advantage)

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- Drone industry experience and established relationships with Senior and C-level executives is an advantage
- Passion, drive and the desire to be a part of a growing team making a difference for both company and clients
- Ability to work in an entrepreneurial work environment where self-motivated individuals succeed
- A clear, concise communicator and a compelling storyteller—able to convey information effectively across the board; and present solutions to client needs
- Ability to travel as needed
- Bachelor's or Master's degree in business, engineering, or related field

What Drone Harmony offers

Drone Harmony is a young and dynamic high-tech start-up located in the heart of Zurich (close to ETHZ). At Drone Harmony you will have the chance to significantly impact the development of a mature product with a global outreach (50+ countries and 200,000+ flights to date) in the exciting drone market.

Drone Harmony offers a competitive salary & stock compensation, competitive pension fund plans & insurance benefit contributions, flexible working hours & vacations and remote working possibilities.

Above all, we offer a motivated and social working environment in a highly professional team of experts and an experienced international team passionate about leaving a lasting impact on an exciting and fast-growing industry.