Welcome!

Vainu is now looking for B2B Sales Managers to strengthen their team! Are you one of them? We see that you are a driven person that get's that kick from closing a deal. We would like to see your skills and get in contact with you to see if you are one of those who can really sell Vainu. Take this chance to show off!

Vainu builds technology that automates prospecting and locates the right customers, helping our customers convert leads into sales. This allows salespeople to focus on the essential - customer interaction. Our technology makes it possible to monitor and interpret vast amounts of information on millions of companies on a daily basis. Our vision is to structure enterprise information into value-adding assets and make it available to all. Vainu software is a salesperson's best friend as we help our customers to sell smarter, faster and better.

Vainu has customers ranging from one-person companies to large
enterprises including Nordea, FedEx and Dell. Our offices are in Helsinki, Amsterdam, New York, Oslo and Stockholm.

About the position

As a Sales Manager you’ll be responsible for the following:

- Boosting our growth.
- Overlooking the sales process as a whole.
- Prospecting new clients
- Negotiating within meetings
- Interacting with customers and implementations

We believe that your hard work should be rewarded and your career should be empowered. We are growing rapidly and have a number of development opportunities for well-performing individuals.

Characteristics we look for

- Familiar with sales software and digital tools
- A history of sales success
- A demonstrable ability to learn from past mistakes
- Team player and a willingness to step up and take responsibility
- Driven person that gets that kick from closing a deal.

Language Requirements

- Applicants in Norway and Sweden must be fluent in

Sök detta jobb

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careers@graduateland.com  https://careergate.liu.se/sv/j/4X3GH
Norwegian or Swedish
- Applicants in the Netherlands must be fluent in Dutch and English

About Vainu

Vainu’s first version was launched in August 2014. Our company has grown from 3 to 100 employees during the first three years and we have now taken our software abroad. Vainu already has more than 1,000 customers and thousands of users in the Nordic countries and Western Europe. At the beginning of 2017 we have opened an office in New York. Our new expanding markets are the United States and Great Britain. During 2017 we will recruit dozens of new colleagues who are interested in developing and selling global SaaS product. With Vainu you can spend less time prospecting and more time selling. With our web indexing technology, we collect insights from all the open data available on the Web. Using these insights, we help you see which companies to contact and when you have the best chance to get a deal with them. Vainu know how your customers feel and gives you a notice when there is a chance to increase your upselling.