

Job Role: Sales Iberia Director

Company Profile: Founded in 2002, Octo is today the Number 1 global provider of telematics and data analytics solutions for the auto insurance industry and, increasingly, a major player in Fleet management services, with world-class solutions to grow its core businesses – Insurtech and Intelligent Mobility – and to expand and provide innovative connected solutions in new industries and international markets. Octo's vision is to connect the world of mobility through advanced analytics and IoT-driven services for a new era of Smart Telematics. Octo currently has 6 million connected users, holds the largest global database of telematics data, with more than 248 billion miles of driving data collected and over 464,000 crashes and insurance events analysed, and runs more than 10 car sharing services with more than 400,000 hires per month.

Job Description: Reporting directly to the SVP Sales Italy & Spain, the Sales Director will be responsible for the development and achievement of Iberia Sales focusing on growing and developing existing clients and generating new business. He/she will be responsible for targeting new clients with propositions and maintaining long term key customer's relationships with current clients by comprehending their requirements and needs. The goal is to contribute in sustaining and growing our business to achieve long-term success.

Job Main Accountabilities:

- Responsible for the acquisition of new clients by producing new business pitches and ensuring the effective on-boarding of new clients.
- Create and expand the relationships with existing customers by continuously proposing solutions that meet their objectives while creating profitable partnership with key Stakeholders.
- Responsible to monitor and achieve the Sales targets assigned.
- Contribute and participate in the Account Planning logic and end contract negotiation and revision.
- Acquire a thorough understanding of Customer needs and requirements to ensure the correct products and services are delivered to customers in a timely manner.
- Identify local Client's needs and requirements to promote our company's solutions and achieve mutual satisfaction.
- Serve as the link/bridge of communication between Customers and internal teams, especially Customer Value Management team.
- Support in the definition and development of the creation of sales toolkits to enable go-to-market strategies in coordination with the Marketing Team
- Resolve or manage the resolution of issues and problems faced by customers and deal with complaints to maintain trust.
- Support in the preparation of regular Sales reports of progress and forecasts to internal and external stakeholders using the Company's sales KPIs and metrics
- Constantly monitor trends in the Iberia Insurance, Fleet, Mobility and Analytics industry through traditional and advanced channels of communication (web, social networks) in order to identify risks and opportunities for the Company
- Participate in industry events as a delegate or speaker

Professional requirements:

- Bachelors and Masters in Business Administration or Engineering with interest in Software as a Service / Platform as a Service business
- At least 15 years professional experience
- At least 10 years of experience in a similar role/function
- Experience in sales and providing solutions based on customer needs and Software as a Service
- Experience of managing major pan European accounts and context
- Experience in financial reporting and financial budgeting processes
- Experience or strong interest in digital and subscription economy as well as digital solutions and digital customer experience models is a plus
- Experience working in a global, international Company;

- Experience in Insurance, Fleet Management or Vehicle Sharing environment strongly preferred
- Strong leadership and communication skills, motivational and team building attitude
- Able to function in a complex, agile, fast-moving workplace and adapt to the changing environment.
- Strong analytical and problem solving skills, ability to analyse data, understand trends, etc.
- Strong Account Management and relationship building skills
- Experience with Big Data and/or High Tech companies preferred
- Strong written, oral and presentations skills with demonstrated experience communicating information to executive management, prospects, clients and public groups
- Outstanding organisational, leadership and people management abilities

Languages: Spanish Fluent, English and Italian (plus)

The position is a key role in the context of growth of the company and exposes to tremendous professional opportunities in terms of responsibilities and geographical span. The person will be characterized by a strong presence, self-motivation, strategic and critical thinking.

National and international travel.

Place of work: Homebased in Spain, ideally Madrid or Barcelona