

# **BEING A SENIOR ACCOUNT EXECUTIVE (BENELUX)**

M/F/D | WR. NEUDORF / VIENNA | FULL TIME (40 H/WEEK)

**At VEROO**, we passionately work every day serving our purpose – shaping integrated and predictable logistics to enable smart transportation and delivery of goods. We see customers struggling across their supply chains due to a lack of predictability, accurate data, and integrated systems. To overcome these challenges, we support them by digitizing their transport and logistics processes with a strong focus on transport visibility. VEROO is part of the WALTER GROUP, enabling us to combine long-standing industry expertise with agility and innovation. If you are someone who likes to work in a start-up minded team that moves fast to create impact but still wants to benefit from the access to a corporate industry leader, VEROO is the place for you. We are now keen to expand our team with this role and invite you to shape the digital future of transport and logistics with us.

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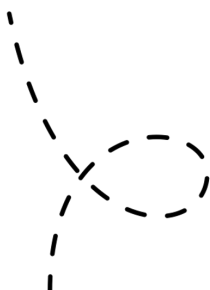
## **Your challenge.**

You are an ambitious and entrepreneur-minded Senior Account Executive to join our growing sales team and further develop VEROO's footprint in the Benelux region. You are responsible for growing our customer base and will have ownership over and carry a quota for assigned territories. Successful candidates will be experts at identifying new business opportunities, creating champion relationships, telling a complex and powerful value proposition story, developing an end-to-end pipeline and fostering relationship management including expanding and up-selling.

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## **Your responsibilities.**

- Conduct effective discovery and qualification conversations
- Have ownership for all customer development activities and quota achievement in a named territory
- Drive a "land and expand" approach, to expand into your accounts through relationship building and new relationship acquisition
- Responsible for forecasting and detailed pipeline management for the territory
- Managing all aspects of the deal lifecycle
- Collaboration with Demand Generation on campaigns, events and other activities in support of customer development goals for the territory
- Provide continuous feedback to the broader team about product positioning, capabilities requests and competitive landscape
- Be a key voice in sales planning, prioritization setting and process optimization



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## Your profile.

- Self-reflected personality and strive for personal growth
- Bachelor's degree required
- 7+ years of complex enterprise SaaS selling experience into Logistics and/or Supply chain function
- Experience prospecting, building and managing enterprise sales pipeline, forecasting and reporting
- Strong ability to communicate value proposition for complex enterprise SaaS technology
- Experience in challenger-style selling is strongly preferred
- Negotiating quotes, closing opportunities, and ensuring timely and successful revenue delivery

**Above all:** you are an entrepreneur at heart, self-motivated, autonomous with deep sense of urgency and an insatiable can-do mentality.

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## Must Have.

- Experience in building things from scratch
- Proactive and creative on new ideas and have a great sense of initiative
- Team player: you like to be challenged by the team and your customers
- Fluent in Dutch and English, any other language is an advantage

## Your benefits.

- Self-determined, independent work and opportunity to quickly take on responsibilities
- Work in a startup-minded team with the resource continuity of a long lasting corporate
- Modern working environment in Wiener Neudorf (on the southern outskirts of Vienna), free shuttle service from Vienna plus the option to work from home
- Numerous social benefits (employee restaurant, support for lunch, in-house pub / lounge, free parking, extensive sports facilities, numerous employee events, language courses, support in finding accommodation during relocation and more)
- Annual gross salary 90,000 € (all-in) paid out 14x per year, based on qualifications and previous experience with optional bonus clause

## Apply now.



VEROO warmly welcomes all people regardless of age, skin color, gender, sexual orientation and cultural background and celebrates diversity. We are looking forward to your email application via [career@veroo.io](mailto:career@veroo.io). If you have any questions, please do not hesitate to contact our recruiter Gabriele Vollnhofer via [vollnhofer@veroo.io](mailto:vollnhofer@veroo.io).

