



**TechGDPR**

## **Job Description/Offer**

TechGDPR is looking for a part-time, permanent  
**Sales & Account Executive**  
based in Berlin, Germany

TechGDPR is a brand new tech and business consultancy, aimed at guiding tech-centric companies to GDPR compliance. We employ data protection and security experts/consultants and work with our legal partners to analyse the data flows of our clients, and ensure its compatibility to the GDPR. We see ourselves not as only a compliance and privacy consultancy, but also as privacy-minded group of technology specialists who believe that it is possible for companies to run a profitable business without infringing on fundamental human rights.

### **The role:**

We are looking for an ambitious key player in our team, with a background in sales and account management and the drive to sell GDPR compliance solutions for tech companies.

### **Your profile:**

- You have an excellent understand technology, system architecture, cloud systems and at least a sound knowledge of the concepts behind blockchain, AI and IoT.
- You have at least 5 years of experience in B2B sales with an excellent and proven track record.
- Privacy is important to you, but in your professional role you can also balance this with the interests of the clients.
- You have excellent people skills and have no difficulty building rapport and/or standing your ground in corporate, C-level or startup environments.
- You are willing, able and motivated to manage client projects.
- You are a self-starter and will ensure your targets are met, or better, exceeded and will find out how to do this independently, while staying true to the company spirit and ethics.
- You are comfortable conducting trainings, workshops and speaking for a group of people.
- You have excellent CRM skills and will religiously use it to your and the companies advantage.
- You have a sound understanding of the law, legal systems and the GDPR.
- You have an excellent command of English and German.

### **What we offer:**

- Being part of a very engaged team in privacy and data protection, not just looking to make companies compliant, but also to guard the human right to privacy.
- Exciting and challenging clients using bleeding-edge technology, where we help them find real solutions to real compliance problems.
- Be involved in the early stage of a new business, build by experienced founders and business/privacy professionals. Have the opportunity to take up key positions as opportunities come along.

- A good base salary with a revenue based commission.

Up to 40% travel may be required.

***Please send your CV attached to a short email outlining why we should hire you, to [silvan@techgdp.com](mailto:silvan@techgdp.com) to apply. No agencies please.***