



TechGDPR

Job Offer

TechGDPR is looking for a full-time, permanent

Account Executive - Consulting (m/f/x)

Based in Berlin, Germany

TechGDPR is a boutique consultancy company with **+100% YOY growth and ready to scale further**, supporting leading technology companies with their **privacy, data protection and GDPR compliance**. Through assessments, workshops, training and appointment as Data Protection Officer we pride ourselves in offering an unprecedented service level and quality hands-on and strategic consulting for our clients in all areas of technology: ecommerce, video streaming, distributed (blockchain) technology, healthcare, artificial intelligence, fintech, cryptocurrency, hardware and more.

Job Description

As an Account Executive you engage in a consultative sales process with prospective clients for our data protection, privacy and compliance consultancy to help them find the best service package and convert them into new clients. The role takes responsibility for our full sales cycle, from responding to leads and developing proposals to closing the deal and managing follow-up sales opportunities. While many of our sales processes are established, we are looking for someone to take ownership and improve them as needed. Having or developing a solid understanding of the requirements of GDPR compliance is required to be successful in this role.

Job Objectives

Sales development

- Managing the sales process from lead generation and outbound prospecting to closing new business and handing over to the consulting team.
- Leading prospects through a better understanding of our services and finding the best ways in which we can support them, putting together plans, proposals and service offerings for them with support from our consulting team.
- Identifying new business opportunities, including developing new sales channels and exploring them.
- Developing outbound sales opportunities in a GDPR-compliant manner.

- Responding to inbound leads on our website related to our service offering.
- Leading discovery calls, lead qualification and sales calls, bringing in additional team members (subject matter experts) where needed.
- Developing and delivering proposals for prospects in appropriate formats to drive conversion.
- Other revenue generating activities such as leading bid responses for public tenders and grants with administrative and expertise support by the team.
- Preparing client contracts and order forms from templates for signing by new and existing clients.
- Ensuring professional follow up with prospects to drive conversion and signed contracts.
- Contributing to improving the sales processes and their documentation.
- Keeping the CRM sales pipeline and customer/opportunity/lead data up to date and providing monthly sales reporting and forecasting to management.

Developing the consultancy

- Contributing to operational and knowledge excellence, ad hoc with colleagues and during dedicated and structured improvement meetings.
- Creating reusable tools, templates and resources for clients and to facilitate collaboration with colleagues.
- Contributing to thought leadership, visibility and promotion of the company by publishing articles, through social media and by seeking and accepting speaking opportunities.
- Contributing to innovation and development of new services and products to support our clients and increase revenue.

Success factors

- Ensuring customer satisfaction and professional communication: building trust relationships with new and existing clients.
- Euro-value of new business brought in.
- Contribution to innovation with the team at optimising systems and processes.
- A teach-and-learn mentality, collaborating and contributing knowledge and skills.

Required skills and experience

- 3+ years of **demonstrable success** in services sales to SMEs and enterprises, ideally in the field of consulting, cybersecurity or compliance.
- Experience interacting with c-level (CTO, CEO) stakeholders and expectation management.
- Good understanding of common internet related technologies
- Fluency in English, and ability to communicate professionally and articulately in written and spoken form, including presenting for groups. English is our company language and is used in most engagements.
- Experience in stakeholder expectation management and complex sales processes.
- Ability to travel (up to 25%).

Preferred qualification and experience

- Solid understanding of the GDPR and its requirements, or willingness to acquire this in the first months of starting.
- Professional communication skills in another language, preferable in German.
- Consulting and service delivery, team leadership and/or project management experience.

What we offer

- A competitive, performance based salary, matching your skills and experience.
- Great career development opportunities tied to performance and company growth and expansion.
- Working with and learning from cutting edge, innovative and fascinating clients from all corners of the world and all sorts of industries.
- Hybrid working model, combining your presence in our office (3 days a week) with the possibility of working from home, after spending the first few months in the office to get up to speed.
- The chance to join a young company with a small, dedicated, diverse and collaborative team, growing with it as it grows. You are given responsibility from day one and are expected to seize opportunities to take on more over time.
- A company laptop running Windows/MacOS/Linux - as you prefer, with the software you need.

Start date August/September 2022

How to apply

Please send your CV attached to an email with a brief and articulate substantiation of your application to hr@techgdpr.com. We encourage you to apply, even if you don't fully meet all the criteria. We will review applications on a rolling basis, and will have 2 to 3 rounds of interviews with you, including a skill and communication challenge.