



## Regional Sales Director / DACH

*At EASI'R, we are on a mission to revolutionize the way automotive companies work with customer relations. We live and breathe for creating great software and deliver great value to our customers and their businesses. We push the limits of possibilities and explore new grounds of the tech-landscape. We do this to deliver software that our customers can't live without, while bringing a new breed of relations' software to the automotive industry.*

### The position

Due to the company's continued growth, we are looking for a Regional Sales Director for DACH. Since the launch of our automotive lead-management solution EASI'R, we have won more than 2,600 dealerships across Europe working with EASI'R, amongst them two leading NSC's in Germany. As a Regional Sales Director for DACH, you will be responsible for managing all aspects of the sales cycle, with the target of meeting the company's growth objectives. The range of tasks includes:

- Hunting for new customers within the DACH region
- Identifying key decision makers at car manufacturers, national sales companies and importers in the automotive industry, and in IT and business
- Building strong relationships with key decision makers
- Working closely with our EASI'R pre-sales & solution design team by translating the prospect's business challenges into an EASI'R solution design
- Leveraging and helping to develop our partner ecosystem, Dealer Management Systems & consultancies, and other vendors to the industry
- Preparing and performing sales at a Sales / Marketing / IT executive level

### Desired skills & experience

The basic competencies for the position are:

- At least 5 to 10 years of demonstrable, successful enterprise sales experience, selling to sales, marketing, or IT departments, preferably within car manufacturers, national sales companies or importer organizations
- A comprehensive understanding of the automotive industry's sales processes, of marketing or customer management challenges and opportunities

- Strong business and IT acumen with an understanding of the challenges and opportunities that automotive organizations need to tackle and resolve
- The ability to articulate a solution value proposition in business terms, also eventually based upon technical customer requirements
- Top level verbal and written communication skills in German and English
- Outstanding presentation skills
- Ability to gain the confidence of these organization's top management
- Experience with negotiating contracts and with closing seven digits new business deals in Euros
- A consistent track record of forecast accuracy

### Place of work

You may work from home but are expected to travel on a regular basis to meet with potential customers. In addition, you will be expected to come to the company's headquarters in Aarhus twice per month, in order to align with the Sales team.

### What we offer

- High exposure position in a company in exponential growth mode
- Autonomy and responsibility
- Competitive remuneration package which will include bonus elements
- Senior level access to all major global automotive companies in the region
- Support from CEO and other Senior level managers to be successful
- Informal but demanding work environment

### Get in touch with us!

Please send your application to [jobs@easir.com](mailto:jobs@easir.com). If you have any questions, you are very welcome to call our CEO Mikael Moeslund on: [+45 6169 9712](tel:+4561699712). We are looking forward to hearing from you!

### About EASI'R

EASI'R is the leading cloud relations platform for the automotive industry. We help the automotive industry to build and grow profitable customer relations. At EASI'R, we work with some of the world's most influential automotive brands. Our customers are manufacturers, national sales companies, large dealer groups and vendors to the industry. But more than that, they're forward-thinkers who get that in our ever-evolving business landscape, success isn't about closing the deal today. It's about building long lasting relationships that keep customers around for tomorrow. Read more at [www.easir.com](http://www.easir.com)