

VP Head of sales (full-time, f/m/x)

Planblue is a diverse team of visionary entrepreneurs and engineers whose mission is to protect, explore and reveal the unknown 95% of our ocean by using cutting edge technology. We have developed the 'planblue technology': the very first intelligent software coupled with an underwater camera system, which allows automated systematic monitoring of seafloors (e.g., coral reefs, lakes, oceanic shelves), and additionally provides geo-referenced maps. The maps can be used for various applications, for underwater constructions (e.g. off-shore wind), but also aid in reducing the ecologic and economic impact of e.g. climate change or plastic waste in the ocean.

Our team currently goes through an exciting time. For us, new ideas and thinking outside the box are highly valuable, as they have led to our recent successes. We all have different fields of expertise and responsibilities, but still strongly believe in teamwork to reach our overall goals. Bremen, where we are located, is a hotspot for state-of-the-art underwater technologies and offers a great lifestyle (<https://www.planblue.com/join-us>).

To grow planblue further, we are looking for a full-time (senior) **VP Head of sales**:

Your responsibilities will include:

- Creating and selling deals to new and existing customers / partners
- Recruiting and building up a sales team
- Backfilling and helping the sales team (e.g. helping the sales team close deals, working and closing key deals, spotting issues)
- Develop sales tactics (e.g. regarding competition and demand generation, getting feature gaps filled with product and engineering)
- Designing sales strategy (e.g. identify (new) markets to expand into, where to best spend resources etc.)
- Build and strengthen relationships and networks with customers / partners
- Find partners for our customer-funded business model
- Report and discuss sales with the entire planblue team
- Present planblue at (international) meetings and events

Qualifications we are looking for:

- At least 3+ years of sales experience in the field of environmental monitoring, underwater technologies or another related field
- MSc in sales, marketing or business administration, or related field
- Enjoy to build up a team, find and manage talents
- Enjoy reaching out to potential customers and partners to drive partnerships and sales
- Strong communication and presentation skills both in-person and online
- Fluent in English (and German), with excellent (proven) writing skills
- Ability to analyse and monitor the market
- Affinity for the ocean (diving certification is appreciated, but not necessary)
- A flexible mind, enjoy challenging the team and yourself, are not afraid to give and receive feedback and know how to prioritize

What we offer:

- Use your sales skills to help our oceans
- Grow your professional skills and personality through real responsibility and see our outreach expand
- Be part of a highly skilled international entrepreneurial group of people who strive for diversity and love input from all team members

Does this sound interesting to you?

We look forward to receiving your motivation letter, CV and/or other information you might find relevant at jobs@planblue.com