

Patent>Pilot

You want to lead the growth of a young SaaS company with proven track record in new geographical markets? Then you are exactly right with us: You will make an important contribution to our success in Asia and develop your sales, marketing and leadership skills while bringing Patent-Pilot to the next level.

To complement our team, we are looking for a
(Senior) Sales Executive Asia (d/f/m)

Scope: Part-time/Full-time

We offer:

- Self-determined work with room for own ideas and suggestions
- Participation in defining the direction in which our company will develop
- Flexible working hours
- Flexible design of fixed and performance-related remuneration
- Possibility to become team lead and part of senior management

Your tasks:

- Identify business opportunities and generate leads in Asian markets, especially patent law firms
- Demonstrate our software and develop relationships with prospects
- Win customers and maintain relationships in Asian markets
- Represent the company on industry conferences
- Form a network of partners in the Asian IP industry
- Build up the sales organization and take over the team lead

The working environment:

- Constructive, tolerant atmosphere with room for failure and learning
- Agile product development with fast releases and strong user focus
- Small team without hierarchies in cooperative collaboration

Your profile:

- Proven working experience as a business development manager or sales executive for SaaS products, ideally in the IP (analytics) industry
- Ability to manage complex projects and multi-task
- Excellent organizational and communication skills
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty
- Proficient in Word, Excel, Outlook, PowerPoint and CRM software
- Proficient in English, ideally also Japanese, Korean and/or Chinese
- Experience in customer support is a plus
- Located in Asia, preferably Japan, China, South Korea or Singapore

Interested? Send us your CV to jobs@patent-pilot.com. We do not expect a cover letter and want to get to know you as a person.

About us:

Patent-Pilot is an innovative big data startup that evaluates millions of patent applications and uses its web platform to make the global intellectual property market transparent. Our clients are respected international patent law firms that use patent data and analytics to support their strategic decisions.

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