

SENIOR SALES MANAGER IN THE READY-MIX CONCRETE (RMC) INDUSTRY

Location: Midwestern USA, Remote.

Spitch AG is a global provider of conversational AI solutions, headquartered in Switzerland with a broad presence in Europe, the Middle East, North America, Latin America, and Central Asia. Spitch facilitates AI-driven digital transformation in contact centers by providing comprehensive solutions, strategic consulting, and professional services.

Spitch offers a diverse range of voice and text products, including virtual assistants, voice biometrics, voice analytics, a chat platform, a knowledge base, an agent assistant suite including an agent training solution, and other constantly evolving new product additions. Spitch is committed to leveraging AI for specific human tasks, ensuring a significant ROI and improving the customer and employee experience.

Responsibilities:

- Demonstrating Spitch products and services value proposition within the RMC industry.
- Implementing Spitch's RMC strategy by a direct and indirect sales approach.
- Participating with the Executive team in developing the Go to Market plans for each of the channel partners, ensuring the efficient execution of those plans.
- Developing proposals and negotiating channel/pricing/contractual agreements.
- Tracking progress against targets on an ongoing basis and take necessary action to refocus efforts, whenever needed.
- Forecasting sales pipeline revenues and recording it in the CRM tool.
- Serving as primary customer point of contact, ensuring that all partners and customers receive a professional handover to the Solution team and Technical Services team.

Qualified candidates will bring the following experience and competencies to our team:

- Excellent knowledge of the Ready-Mix Concrete (RMC) business.
- Previous experience in working within RMC.
- Outstanding sales track with proven results.
- Existing relationships with key executives in major RMC companies.
- Hunter profile – a passionate driver to develop and retain profitable relationships.
- Sound knowledge of sales and customer service practices and principles.
- Exceptional planning/organization skills.
- Technical background is a plus.
- Confident verbal/ presentation/written communication skills.
- Strong negotiating/closing skills.
- Resilience.
- The ability to work both independently as well as part of a team.
- Professional work ethic, proven problem-solving skills, excellent interpersonal skills.

Spitch seeks candidates with strong credentials, who prioritize customers and value dynamic work cultures, teamwork, effective interpersonal skills and respect technical leadership to build world class technology and customer relationships.

Please provide your resume along with your cover letter outlining the following key criteria:

- Achievements during the last three years.
- Personal network of contacts in the Ready-Mix Concrete (RMC) industry.

Resumes and cover letters shall be sent to ekaterina.knyazeva@spitch.ai and a reference job title "Senior Sales Manager in the Ready-Mix Concrete (RMC) industry" in the subject line of your email.

Spitch is an equal opportunity employer who values diversity in the workplace.

Qualifications:

- Number of Years of Executive Sales Experience in the RMC sector: 8+.
- Native in the English language.
- Availability for travel.

Education: University or similar education.