



Sales Account Manager

KITRO SA

Location: Switzerland (Office Zurich / Remote)
Start date: September 2022 (flexible)
Workload: 100%

You believe that food waste must be minimised? You want to inspire our customers with comprehensive advice and active support to help them get there? Then we recommend you read on.

At KITRO, the sales team is responsible to find new clients who want to fight food waste with us. We are a young, ambitious company with the goal to restore the value of food so that it is appreciated and not wasted. Seeing food go to waste in the food service industry first-hand, inspired us to bring an end to this avoidable waste. Using cutting edge AI technology, we support the industry with an innovative product to measure and analyse food waste empowering customers to optimise their work practises and reduce their food waste by up to 60%.

Your Job & Responsibilities

- You are responsible for the French speaking part of Switzerland focusing on building the sales pipeline, targeting leads and closing deals.
 - You do sales and customer acquisition activities in all phases of the sales funnel (contacting, creating offers, follow-ups, etc.).
 - You generate leads and qualify leads through calls and meetings.
 - You will plan and execute on-site installations and ensure a smooth handover of clients to the Customer Success team.
 - You are responsible for ensuring the maintenance of the CRM system.
- You identify and test appropriate marketing and communication channels to maximise reach and increase lead generation and as well you are testing and analysing sales hypotheses.
- You update sales materials (including French translations) and participate in sales events.
- You will support the customer success department to help KITRO's client to reach their goal in reducing their food waste.

Skills and Requirements

- You have previous hospitality experience as a chef or in a F&B position and searching a new position in a sales team.
- You can communicate fluently in French (mother tongue preferred) and English. Please do not apply if you don't feel absolutely comfortable to talk on a professional level with customers in those languages!
- You have a Swiss work permit.
- You are open to growing as a person and expanding your skills. Also you have the ability to work independently, accurately and get things done efficiently.
- You are passionate about startups, love being around people and are hands-on.
- Lastly, you appreciate sarcasm, bad jokes and table soccer ;).

What we offer you and who we are

- We are big fans of flexible working hours and also give you the opportunity to work from home, at the office and visit our future clients.
- We are action and result oriented and take what we do seriously, but we don't take ourselves too seriously.
- We are a diverse and purpose driven team of individuals, trust each other and are strong believers that making mistakes is the way to grow (if not repeated) ;).
- We are a start-up and the tasks that you are working on has an important impact on the company.

Your turn! How to apply

For us it is interesting to know who you are and why you would like to join our team. Therefore, send your CV including references & degrees and a two-minute video introducing yourself. Please send your complete application directly via email to talent@kitro.ch.

Next Steps

1. Send us all the documents mentioned above (we like to work efficiently) - You will hear back from us within a week.
2. On site with Head of Business Development - You will meet Benno to showcase your skills and passion about food waste and customers.
3. On site or virtual call with HR / Co-Founder - You will meet Jenny and Naomi. They will tell you more about the benefits of working at KITRO and will also put a focus on cultural fit.
4. Become a **KITRON** and join our international team of food waste fighters - If all goes well, you are part of the team already in September/October 2022.

You didn't meet all our requirements? No problem, you can always send us a blind application outlining what exactly you're looking for and we can get back to you once a position matching your profile opens up in the future.