

Sales Executive

- for global software scaleup company

At GateHouse Maritime, we are looking for candidates for an exciting position in a forward-bound business with ambitious growth plans.

GateHouse Maritime foresees a great potential for growth. By providing impactful, real-time, and critical data for our clients to help them make better decisions (driven by data), businesses world-wide can avoid disasters, manage vessels better, boost productivity, reduce man-hours wasted on tedious tasks, and improve their business operations leading to better profitability.

All this is possible by using our skills and experience to build Data-as-a-Service (DaaS) solutions, backed by our proprietary data foundation at GateHouse Maritime.

Since GateHouse Maritime was founded, we have been experts in capturing and making maritime data available to clients. We have already gathered 354 billion maritime data points, and 150 million new data points are added every day. We have a unique data foundation which will ensure multiple revenue streams going forward.

Our clients are already using our historical, real time and predictive data to increase their insight and visibility, leading to some incredible results (not to mention some long-standing business relationships).

Your responsibility

Your main responsibility will be to ensure and develop the commercial success of all products and services by increasing revenue and customer satisfaction. We expect you to grow our pipeline and customer base by executing the agreed-upon sales plans. You understand the competitive market situation and are able to manage a large portfolio of accounts.

You will be responsible for execution of the whole sales process: from following up on inbound/outbound sales activities to having proactive outreach and interaction with B2B customers. The goal is to identify and win new business opportunities in order to reach your sales quota.

It would help if you've worked in allied industry verticals such as shipping, logistics, port logistics, vessel management, or similar.

If you are looking for challenges that can help shape not only your own career but an entire industry vertical as well, we can't wait to see what we can do together.

Your background:

You have 5+ years' experience in global B2B roles with a proven track record. It is an advantage to have some enterprise software sales experience.

The ideal candidate has knowledge of the supply-chain and logistics space, and has worked with a SaaS/DaaS platform product before.

Furthermore, you have experience in trying to develop and execute marketing campaigns in order to drive pipeline and revenue generation.

We are looking for candidates who are proactive and outgoing and know how to relate and communicate with customers at C-level. You will bring energy and passion into your daily work, along with a deep desire to succeed. You are motivated by creating both revenue and customer satisfaction. You like to work in an international environment with challenging decision makers.

As we are a company with global customers - you must be fluent in English (written/verbal).

You must be based in the United States, with a preference for candidates living near Tampa, Florida or based in the Eastern time zone.

Application

Should you have questions about the position, please do not hesitate to call CEO Martin Dommerby at +45 7020 1909.

We look forward to receiving your application and CV [here](#)

About GateHouse:

GateHouse Maritime is a leader in Ocean Visibility solutions.

We help global maritime service providers, cargo owners and logistic companies with transparent and accurate location data and predictions, cargo transport status, and offshore asset protection and surveillance. Our powerful maritime data foundation consists of 354 billion datapoints and +30 analysis and predictive models used for data-driven decisions by maritime operators worldwide.

GateHouse Maritime is a subsidiary of GateHouse Holding, founded in 1992 and headquartered in Denmark, and which also holds the subsidiaries GateHouse SatCom and GateHouse Igniter.

Read more: www.gatehouse.com