



be ambitious be open-minded be innovative

bao, founded in Munich in 2017, has set itself the goal of supporting sales teams in having exclusively good conversations. That's why bao helps companies to systematically and measurably improve their sales conversations. The Conversation Intelligence software identifies success factors in the sales process using Artificial Intelligence and supports the implementation of best practices in real time. bao generates structured, analyzable insights from conversations and provides sales teams with real-time, data-driven guidance on the next best action to succeed in conversations and systematically drive deals forward.

ACCOUNT EXECUTIVE (m/w/d)

YOUR RESPONSIBILITY

As a bao solutions Account Executive, you'll be at the center of our mission to help every sales rep make the perfect sales call. As part of bao's growing sales team, you will focus on building relationships with prospects, managing a structured sales process, and creating great customer experiences.

YOUR TASKS

- **Win new customers:** Working with Sales Development to build a qualified pipeline, closing customers to whom we add real value
- **Sales excellence:** identify key stakeholders in the decision-making process, inspire bao and apply state-of-the-art sales methodologies
- **Data Accuracy:** Manage your opportunities in Salesforce, where our solution will also help you. Always be on the lookout for optimization potential
- **Further development of sales processes:** Leverage our in-house sales technology and leading sales tech stack, to manage an exceptional end-to-end sales process.



YOUR PROFILE

- Experience selling to VP and C-level executives, ideally in B2B SaaS companies
- Top performer (top 10% in your company)
- Strong interpersonal and communication skills
- Excellent written communication in German and English
- Willingness to travel to client meetings and internal off-sites (if possible)

OUR OFFER

- Flexible working hours with attractive remuneration
- High degree of personal responsibility
- Start-up spirit: Open communication and flat hierarchies
- A highly motivated and dynamic team
- Flexible and healthy working environment
- Possibility to participate and be involved not only in our software but also in our company (VSOP)

Did we catch your attention?

We look forward to receiving your application including your CV.

