



Dartfish is looking for

SPECIALIZED DISTRIBUTORS IN NORWAY

Dartfish (www.dartfish.com), based in Fribourg, Switzerland, is known world-wide for its state-of-the-art video analysis software solutions for sports, education, medical science and media. We are looking for specialized distributors for Norway. As our position in Norway is still in its growth phase, main focus segments remain to be defined according to the applicants' market knowledge and activity.

The selected candidate or company will develop a region or segments, manage already existing relationships with key partners and customers, as well as develop new.

Position Requirements

- Good market knowledge within most of Dartfish's main areas of activity, i.e., sports, education, medical and behavioural skills
- Experienced business developer/sales manager with a proven delivery capability
- Strong commercial awareness and strong customer focus
- Excellent communication (written and oral) and presentation skills in both Norwegian and English
- At ease with people, good door-opener and networker
- A high degree of computer literacy and technology experience

Key responsibilities

- Services: perform standard sales activities (i.e. presentations and demonstrations) and actively promote Dartfish in the defined segments
- Business development: identify potential clients, present, negotiate and close deals. Develop and manage a sales pipeline to meet monthly, quarterly and annual sales and revenue goals. Regularly produce and present business pipeline to management
- Relationship Management: develop and maintain management/executive level relationships within the existing customer portfolio to enable medium and long-term value

You

- Have strong personal values - integrity, reliability, motivation, will to succeed – and enjoy working independently
- Thrive under high pressure in a results orientated environment
- Are innovative: based on market observations, you contribute to the development of the product and services to support competitive differentiation
- Have excellent organisational and reporting skills
- Have a keen interest in IT, video analysis and its many uses in allowing teachers, students, coaches and athletes to communicate

This is an exciting opportunity for a dynamic sales professional to join a motivated and ambitious organisation with excellent earning potential.

The position offers the possibility to work from home, ideally located within Norway.

Compensation includes a distributor's commission structure.

If you feel like you're the right person or represent the right company for this challenge, please submit a CV and a motivation letter to: paal.steensland@dartfish.com.