



Dartfish is looking for

SPECIALIZED DISTRIBUTORS IN THE UK – MAIN FOCUS EDUCATION SEGMENT

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 in the Midlands (broad sense), Wales and East Anglia, regions representing a significant part of our UK markets. The main focus will be on the Education segment, with opportunities in selected sports.

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

- Experienced business developer/sales manager with a proven delivery capability
- Strong commercial awareness and strong customer focus
- Good knowledge of the Education segment, possibly also of Sports, in the UK
- Excellent communication (written and oral) and presentation skills
- 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 provides the possibility to work from home, ideally located within the indicated regions.

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.