

ProductIP is looking for a

Sales & Account Director DACH+ Region (m/f/d)

We believe in focusing on where you can make a difference, for us that is Product Compliance. Our challenge is to enable our customers to run a profitable business while acting responsible and sustainable. With our unique software-as-a-service (SaaS) solution we provide producers, brand owners and (online) retailers with the tools, knowledge, and confidence to do responsible business. Together we realise a world in which products can be trusted!

In this role, you will be responsible for contributing to the success of ProductIP in the high-growth DACH+ region (including Czechia and Poland). You will combine visiting clients with the convenience of working from your own home office.

What you'll do:

- Identify and understand customer needs and translate the unique selling points (USPs) of our solution into tangible benefits for these customers.
- Build and maintain strong relationships with senior management at our target companies.
- Achieve sales targets and contribute to the growth of our customer portfolio in the DACH+ region.
- Proactively respond to market developments and customer needs to optimally position our solutions.
- Collaborate with internal teams to ensure customer satisfaction and success.

What you bring:

- A completed university degree and corresponding level of working and thinking
- At least 7 years of professional experience, preferably in a SaaS or compliance industry, or senior experience at a trader and/or retailer in the purchasing or quality/compliance department.
- A strong network in (and knowledge of) the DACH+ region.
- Excellent communication, presentation and negotiation skills.
- The ability to communicate effectively in business meetings.
- The ability to communicate and persuade at C-level.
- A customer-focused way of working with a commitment to delivering excellent service.
- Strong analytical and problem-solving skills.
- Fluency in the German and English language.

What characterises you:

- A passion for retail and familiarity with (the challenges of) supply chain processes.
- An entrepreneurial spirit with a pragmatic approach.
- The ability to work independently as well as collaboratively in a team.
- Flexibility and adaptability in a rapidly changing environment.
- A down-to-earth attitude.

What you can expect:

- A challenging and dynamic role in a fast-growing company.
- A competitive remuneration package that reflects your expertise and track record.
- Opportunities for personal and professional growth.
- A stimulating work environment with a focus on innovation and customer satisfaction.
- Making impact, together!



Who we are:

At ProductIP we are widely recognised for our expertise in product compliance. This knowledge and experience are gained by working towards our ambitious goal: a world in which products can be trusted. We are very committed to the environmental and social challenges that are inseparably linked to this.

We might be a bit stubborn and headstrong at times, but we have a high-quality standard and take compliance deadly serious. We cherish our down-to-earth culture and maintain a 'family'-like atmosphere. With more than 60 employees at five locations in the Netherlands, Germany, United Kingdom, Hong Kong and China, we are modest in size, but the impact of what we do is not modest at all. ProductIP represents over 50 billion euros in trade for our 30,000+ users and that importance is growing daily.

We do not (yet) live in a world where products can be trusted. So, there is work to be done!

If you're interested in applying for this position, submit your application and cover letter at jobs@productip.com. Questions about the role are to be emailed to Günter Uhl at: guenter@productip.com.