

Job Specification

Sales Professional

Verum exists at the cutting edge of software engineering technology. Our revolutionary software design automation product, the ASD:Suite, is dramatically improving the speed, quality and efficiency with which our customers are able to build complex software systems. Interest in and demand for the ASD:Suite is growing and therefore we need to expand our commercial team with additional Sales Professionals.

This is a role for someone who wants to work in a young, dynamic, high-tech company, selling an exciting new product to an unsuspecting world. It is a role for the out-of-the-box thinker, for the never-say-die doer, for the visionary, the believer, the evangelist, for individuals who want to do something different that will change the way that software is developed forever.

The job requires the use of every sales skill that you have, from networking and communicating effectively through multi-level selling to multi-issue negotiation and deal closing. It requires your ability to identify prospects, to infiltrate their organization, to identify and win over key players, to recognise and address the needs of individuals and businesses, and ultimately to satisfy them. It's not an easy job, it requires dedication, intelligence and hard work. But it is a rewarding job, being part of a team that is on a mission, that is going places, that believes that it can change the world, albeit in a small but significant way.

The successful candidate will be someone who can convince us that they have the character and skills necessary to add to the synergy of our team. And our philosophy on material rewards is simple: we get rich, you get rich. Enough said.

Desired Skills & Experience

We are looking for candidates with character, positively minded people who are confident of themselves and who can justify their confidence to us. We are looking for communicative, presentable and naturally gregarious candidates, people who like other people and who are in turn likeable themselves.

You should have experience in sales, preferably in product sales, and better yet in technical or software (related) product sales. You should have affinity with our business and our customers and you should be able to explain that affinity to us.

We're not looking for a perfect candidate, someone who ticks all our boxes. But we are looking for the right candidate, someone that we can believe in and are convinced can be successful.

Company Description

Verum's ASD:Suite is a unique, general purpose, software design automation platform. Incorporating fully automated mathematical verification technology, it enables software engineers to build better, more complex software while delivering a net 30%-50% improvement in productivity and a corresponding decrease in time to market.

How to apply

Send us an up-to-date résumé and your motivation for applying to:
recruitment@verum.com.

Contact

To get more information about this position, feel free to call +31 (0) 40 2359090.

Verum's office is located in Waalre, Laan van Diepenvoorde 32, 5582 LA (this is close to Eindhoven, near the Highway A2).