

**Contact**

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**RIPS Technologies GmbH**

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Reinforcing our growing business, we are looking for a

## SENIOR SALES MANAGER

### THIS IS RIPS

RIPS Technologies GmbH is a high-tech company based in Bochum, Germany, and delivers automated security analysis for web applications as platform independent software or highly scalable cloud service (<https://demo.ripstech.com>). With innovative and language-specific code analysis algorithms even complex security vulnerabilities are detected that no other solution is able to find. Detailed patch instructions allow developers and consultants to remediate security risks in a time- and cost-efficient way, before these are exposed to attackers.

### YOUR TASKS

- You meet and exceed the annual sales quotas by thoroughly qualifying all leads and sales opportunities and to leverage business from new and established relationships
- You partner closely with our product owners and contribute feedback on market trends on a customer's perspective
- You work closely with development and marketing to drive strategic initiatives into targeted accounts
- You help to improve key sales processes required to meet the rapid growth of our business
- You support our team on international IT conferences and events

### YOUR PROFILE

- Five or more years of experience in a direct sales management role with customers in North America
- Experience in selling enterprise software solutions at C-level, navigating complex sales cycles, and working with large high-profile accounts
- Proven record and strong capability to generate leads, pursue opportunities, and close business
- Open to work in a start-up environment and in defining strategic objectives
- Basic knowledge of common software development methodologies

### YOUR BENEFITS

- Work with leading experts in information security and a superior product
- Join a highly motivated and diverse group of people and become part of the RIPS family
- Work in a major position with excellent development options on international platforms
- Snacks and drinks fully provided featuring our very own coffee blend
- Flexible working hours and regular team events

Please send your application documents by email to  
**CAREERS@RIPSTECH.COM**