



ACCELERATE YOUR FUTURE

..ZONTAL..

**Account Executive – Enterprise – US & EMEA (m/f/d)
Home Office**

ABOUT OSTHUS Group

OSTHUS Group supports teams in building a deeper understanding of how data can be used to strategically amplify enterprise value long-term. From integration management, analytics to archiving and purging, our team works with company stakeholders to transform enterprise data into high value digital asset. The Group consists of three companies at the moment: OSTHUS Services and two product companies: ZONTAL (e-Archiving and Lifecycle Management Systems) and LeapAnalysis (Federated Virtualized Semantically-driven Data Integration), both of which offer ground-breaking technology where none of its kind currently exist in industry.

ABOUT ZONTAL

ZONTAL space is changing the paradigm of data management by eliminating multiple informatics solutions from SDMS to transform data into interconnected information, on a global scale. ZONTAL provides a digital integration hub for massive-scale data sizes, allowing enterprises in Life Sciences and Regulated Industries to better manage their entire information lifecycle and improve digital preservation.

RESPONSIBILITIES

- Generate and develop new business opportunities to meet or exceed specified revenue goals
- Develop and Manage consistent growth within client base
- Develop customer relations including but not limited to sales leads, research, cold calling, qualifying leads, developing leads, and customer service
- Develop and execute territory, account and opportunity sales strategies
- Manage the entire sales process from lead generation through contract negotiation and execution to delivery handoff
- Analyze and relate customer's transition vision to ZONTALS' value propositions
- Represent the company at Industry Associations and Events
- Report and maintain timely and thorough notes pertaining to opportunities via CRM-System

REQUIREMENTS

- Bachelor's degree in Computer Sciences, Life Sciences, Engineering, or similar
- More than five years of experience selling Enterprise software and more than two years of experience selling SaaS solutions within Large Accounts
- Experience with 1m+ deals in the European and US market
- Work proactive, independently and cohesively in a team environment
- Excellent interpersonal, presentation, written & verbal communication skills
- Being self-motivated, professional, confident, flexible, results-driven and service oriented thinking
- Techniques to influence requirements and the sales cycle timeline
- Ability to be a trusted partner for Director and VP level marketing executives
- Willingness to travel
- Fluent in English (written and spoken)

YOUR BENEFITS

- Attractive salary
- Medical, Dental and Vision benefits
- Life insurance, AD&D, STD, LTD
- 23 days PTO/Sick leave/Holiday
- Flexible work environment
- Diverse portfolio of tailored training, professional and personal development „measures“ offered by our in-house Academy
- Positive working culture including regular social activities...and much more!

HOW TO APPLY

E-Mail your résumé, your salary expectations and your desired starting date to career@osthus.com. Refer to “Account Executive – Enterprise – US & EMEA (m/f/d)” in the subject line.

Your personal contact: Ivonne Braun

ZONTAL Inc.
1990 W. New Haven Avenue
Suite 301
Melbourne, FL 32904