



Join our team as Sales Engineer DACH

retail. automated. optimized.

Job Description

Amsterdam-based SaaS (Software-as-a-Service) company Omnia provides medium to large sized retailers with advanced software that allows them to automate their pricing and online marketing. Omnia has a very strong position in its home market The Netherlands, serving more than half of the top 100 retailers, including omnichannel retailers like Decathlon and Media Markt and pure e-commerce players like wehkamp.nl and bol.com. The Netherlands is one of the most mature markets in terms of e-commerce. Demand for Omnia software is rising quickly in the rest of Europe and as **Sales Engineer DACH** you will have an instrumental role in expanding Omnia's footprint across Germany, Austria and Schweiz.

As first sales professional with focus on Germany, Austria and Switzerland, you will have a pioneering role. Because of the impact of pricing and marketing automation, sell in of Omnia is almost always at board level of medium-sized retailers (50-500MM in annual sales) and often one level below board level at large-sized retailers (500MM+ in annual sales). Because of the nature of the product, the sales process is very much a consultative selling process.

Desired Skills and Experience

- 8+ years of overall working experience
- 4+ years of experience in consultative selling
- Master's Degree
- Strong knowledge of retail in general and e-commerce in particular
- Passion for winning, Self starter
- Thorough understanding of SaaS dynamics
- German is your native language and your English is fluent

What we offer

- Amazing opportunity to learn in rapidly growing SaaS scale up
- Excellent remuneration and uncapped commission
- Possibility to grow into leadership role of heading international sales
- While you will often visit Omnia's HQ in Amsterdam, this is a location free role

About Omnia

Omnia is integrated pricing and online marketing software that grows retailers' sales and contribution margin, while at the same time saving tedious manual work. Omnia's Dynamic Pricing module automates pricing based on price elasticity of products and/or business rules. Omnia's Dynamic Marketing module allows retailers to have uniform bid management across marketing

channels – like Google Shopping and comparison shopping engines – and use pricing and omnichannel data in their bid management. Omnia serves leading omnichannel retailers like Decathlon and Media Markt and online pure players like wehkamp.nl and bol.com. To facilitate its growth, as of October 2017 Omnia will move its headquarters from Naarden to a new office directly next to Amsterdam Amstel Station.