

Sales Developer at Imero

We are a software company based in Oslo, Norway, working to transform the way our world is built. Our product combines key technologies like 3D Scanning, BIM, and Artificial Intelligence to automate progress monitoring in construction projects. Imero helps contractors, engineers, and property developers eliminate risk in their projects, while keeping everyone on the same page of what's actually going on at their sites.

We've been growing fast internationally and so are looking to expanding our business team with energetic sales representatives, eager to share our work with the world. This is a full time position with the main responsibility to meet prospect customers, present our solution, and drive the commercial growth of our company.

You don't need to know much about the Construction industry (we'll fill you in on everything you need to know). Past experience in B2B software sales is a plus, but also not required (you'll be given training in our sales playbook). All it really takes to succeed is an energetic "bring it on" attitude and appetite to learn, along with excellent communication and presentation skills. Join an awesome team of ambitious, hard-working colleagues.

Qualifications: You are a great communicator

- Past experience in a relevant commercial role, with working knowledge of a typical CRM system.
- Fast learner and passionate for technology products.
- Excellent presentation skills and aptitude for public speaking.
- Excellent English and German language skills are a must.
- Fluency in Norwegian or another Scandinavian language is a plus.

Responsibilities: You meet your sales targets

- Present our solution to prospect customers in direct calls, webinars, or industry events.
- Follow our sales playbook and meet your monthly sales targets.
- Track your sales activities and meeting notes in our CRM system.
- Share learnings and opportunities with other sales and marketing colleagues.

Compensation & Perks: You get paid for results

- This is a Full Time position in our Oslo office, so you must be based here (no remote option).
- Modern office with gym and parking in Oslo Sentrum by the Opera House, 5 min walk from Jernbanetorget T.
- Compensation on results: the bigger your sales volume, the faster your commission grows. The salary for this role is a NOK 300.000 annual fixed base + a tiered bonus scheme on sales results. This gives this role the opportunity to get a salary well above the upper industry percentile, subject only to the results you deliver.
- You will own a piece of the company through our Employee Stock Option Programme, as well as worker insurance, pension pay, and lunch paid by our company.

How to apply: Send an email with a little introduction about yourself along with your CV and LinkedIn profile to info@imerso.com. Use the subject line "Sales Developer at Imero" and we'll ping you right back to arrange an intro call. We're looking forward to hearing from you!