

NEW BUSINESS SAAS SALES MANAGER

EDINBURGH (WITH TRAVEL)

MUDANO

WASTE LESS. DO MORE.

We are determined to transform a wasteful industry

Mudano, a data and SaaS vendor that is rapidly growing and offers an exciting product: Sharktower.

As the world's leading AI-project management software; Sharktower provides collaborative tooling, data visualisation and predictive analytics without bias. Helping projects teams to spot and mitigate problems before they happen. Designed to increase business value and remove waste, Sharktower is AI for project management. Going beyond traditional portfolio and project management platforms to create an entirely new data-driven project management experience. Our models predict and mitigate against the industry wide failure rates that see 45% of technology projects run over budget or where 56% of large change projects deliver less value than required. One of the most immediate benefits our customers see is from the removal of manual shadowing reporting and meetings discussing static out of date data. Our collaborative and real-time delivery insights remove this waste, which we see average 30% of project management effort, and enables the business to be faster from insights to decisions.

Build on what you can do. Realise the potential you have.

Job description and duties

- / Methodically target and engage in new business activity
- / Shaping Sharktower sales team
- / Develop sales strategy and create sales pipeline
- / Source and develop new business relationships
- / Negotiate with C level decision makers
- / Develop sales proposals
- / Present solutions and commercials to clients
- / Sales forecasting
- / Market analysis of competitors and monitoring product development

Key skills and experience

- / 5+ years of experience selling B2B SaaS solutions in a new business environment
- / Experience in taking new software products to market
- / Proven track record of exceeding sales targets
- / Proven ability to develop relationships with business leaders and decision makers
- / Strong verbal and written skills including excellent presentation skills
- / Autonomous, team-player, target-driven, self-motivated
- / Strong communication and presentation skills, strong negotiation and closing skills



Behaviours that will move frontiers



Imagine with intelligence

We're a data company that is doing things nobody has done before. That takes sharp and agile minds. Minds that can make the leap from the known to the unknown; that questions what's possible. Think from first principles and dare to go somewhere new.



Enjoy uncomfortable

Transforming an entire industry requires desire, energy, perseverance and a restlessness to push the boundaries of what's possible. While challenging the status quo can be scary, the results are worth it.



Be clever and concise

We move fast. To keep momentum, we need to simplify challenges into concise statements and efficient dialogues.



Apply ethics

We work in a transparent manner. If we finish a project ahead of time, we'll call time on our fees that day. In an industry used to wasting millions, it takes many clients by shock.



Be your authentic self

We don't want clones. We want knowledge-age thinking. It doesn't matter if you prefer suits or jeans, if you hold a baby or a briefcase. You'll only be the best version of yourself when you are yourself.



Science eats opinion

Apply a little science; get a different result. A better result. Find the data and run your own experiments. That's the Mudano way.

Farewell to the mundane

Mudano is a collective of unique individuals but with a common set of beliefs, behaviours and values. Culture is how we work together. Easy to experience, harder to pin down and define in words. It is inclusive and it is diverse. Our benefits and policies are designed for each person to integrate their work and life in a way that is right for them, as well as provide extensive support for career development, whatever that path may be.

Want more flexibility? Talk to us and we'll see if together we can build a better business world.

Benefits and compensation

- / Generous personal training budget for your professional development
- / Individual coaching programme
- / Monthly book allowance
- / Comprehensive benefit package including private medical, wellbeing cover, discounted gym membership, and group life insurance
- / 24-hour counselling
- / Good work/life integration
- / Salary based on experience and skills
- / 25 days annual leave
- / Pension scheme with 3% employer contribution
- / Entry into our company stock option scheme
- / Head-office in start-up incubator (including social hours, networking, TED style talks, and unlimited tea/coffee and fruit)
- / Access to a financial advisor at no cost