



SpexAI®

# Chief Sales Director (f/m/x)

**The role:** As our Chief Sales Director, you'll be instrumental in driving our growth, selling cutting-edge hardware and software solutions. Your expertise will lay the groundwork for a robust sales strategy and customer success framework, setting the stage for SpexAI's long-term market dominance.

## Your mission:

- Architect and execute sales strategies to propel our hardware and SaaS offerings.
- Forge strategic relationships with key industry players to expand our market footprint.
- Lead and scale the sales team, setting ambitious but achievable sales targets.
- Collaborate with product development to align customer feedback with innovation.
- Lay the foundations for a future-focused customer success operation.

## Why SpexAI?

1. Spearhead sales in a market ripe for disruption with a product that's leading change.
2. Competitive compensation with a rewarding commission structure.
3. Opportunity to build and mentor a sales force as the company scales.
4. Flexible and dynamic culture that celebrates innovation and leadership.
5. Remote work with trust-based and flexible working hours.

## Ideal candidate:

Seasoned sales strategist with a deep understanding of the (ag)tech and SaaS landscape, ideally in CEA and/or cannabis.

Demonstrated success in leading sales teams and scaling operations in the US.

Exceptional leadership qualities with a vision for building high-performing teams.

Dynamic communicator capable of inspiring teams and captivating customers.

## Apply today

[work@spexai.com](mailto:work@spexai.com)