

# Sales Manager WANTED!

**Inbalance** is an energy tech startup based in Vilnius, which develops intelligent electric vehicle charging solutions for business and grid operators. The company designs, customizes, produces, and implements solutions that utilize existing electrical capacities and manages them through cloud-based software and controllers integrated in charging stations made by Inbalance team.

**Inbalance** core team has experience in lasers, space-tech, aviation, food technology startups & corporations. Now we are focused on creation of next-generation sustainable technology, which includes every aspect of the electric vehicles charging industry – from hardware manufacturing and implementation to software development. Join us!

## **In this position you will be responsible for:**

- Managing sales by developing a business plan that covers sales, revenue and expense controls
- Tracking sales goals and reporting results as necessary
- Working on business development strategies
- Identifying and meeting decision makers
- Setting individual sales targets with the sales team
- Overseeing the activities and performance of the sales team
- Coordinating with marketing on lead generation

## **About you:**

- At least 3 years of experience in an international sales role
- Proven ability to drive the sales process from plan to close
- Ability to maintain and update client database
- Strong business sense and industry expertise
- Strong English skills, Russian or Polish language (optional)
- Proficient user of MS Office, Airtable

## **What we offer:**

- Salary: €2'600 - €3'500 gross (€1'600 - €2'100 net)
- Opportunity to join our stock options programme
- All the tech you need to do your job
- Opportunity to build your own team
- Opportunity to work remotely (up to need)

**Interested? Send us your CV to [join@inbalance.lt](mailto:join@inbalance.lt)**  
**Topic: Sales Manager**