



Job Description - Enterprise Sales

Working to solve our climate crisis is the most important mission of our time, and the most exciting problem to be working on. If you want to have a real impact, work with a talented, passionate team and solve some of the world's most complex challenges with advanced technology, Overstory is hiring people like you. Our company is based in Amsterdam and Boston's Greentown Labs but we work remotely, with people living all over the U.S and Western Europe.

Overstory's mission is to help solve our climate crisis by providing real-time intelligence about the planet's vegetation. In our first step toward this mission, we are applying machine learning to satellite imagery to track forests and vegetation, helping to reduce the risk of wildfires and power outages. We recently raised a round of funding, led by Convective Capital. Other investors include: Pale Blue Dot, Capital T, Omidyar Technology Ventures, Toba Capital, Overwater Ventures, Climate Capital and Techstars. We have already proven our business model, product market fit, and we're all united behind our ambitious vision to scale up this model to help humanity and the planet.

We're looking for a passionate and experienced sales hunter. As part of the sales team you'll sell our vegetation management solution to electric utilities. From finding leads to closing deals - you have a consultative approach and are excited to win new business.

****What you'll do****

- *You will be responsible for prospecting, qualifying, managing, owning and driving the full sales process from the first contact through closing new sales. You'll use your consultative approach to build a relationship with senior leadership and other relevant stakeholders to demonstrate our value.
- *You'll close deals at a targeted set of accounts that drive value for both the client and Overstory.
- *You'll attend industry events and trade shows while traveling to meet with prospects throughout the US.
- *You'll practice strong sales hygiene by maintaining accurate information of your deals, next steps, probabilities and communications in our sales CRM, Hubspot.
- *You'll perform product demonstrations and build business cases for prospects and qualified leads.
- *You will be supported by a strong team of sales leadership, marketing, solutioning and delivery.

****Preferred qualifications****

- * 5+ yrs sales experience at an enterprise software / enterprise SaaS company
- * Startup experience, vc-backed, Series A or B
- * Willing to travel regularly
- * Exceptional verbal, written and visual communication skills in a fast-paced environment
- * You're a team player and seek out feedback
- * Working inside a structured sales process and opportunity qualification framework
- * Experience with selling to utilities is a big plus. At minimum you have experience with similar industries and sales motions.

For more information contact: kevin@overstory.com