

We are currently looking for...

## Mobility Business Developer



**Tattile** is committed to providing innovative AI solutions for traffic management, free flow tolling, parking access control, security and much more. Our goal is to optimise mobility, reduce congestion and improve safety for all citizens while minimizing environmental impact.

As a member of our team, you will have the opportunity to work with cutting-edge technology and collaborate with experts in computer vision and machine learning. We are looking for talented individuals who are passionate about developing innovative solutions to complex problems and who are dedicated to making a positive impact on the world.

### ► Scope

As a Sales Engineer, you will be responsible for:

- Defining product specifications and leading sales negotiation in high-demanding international contexts with multi-level decision-maker processes (R&D, application, engineering, procurement, etc.)
- Identifying and pro-actively contacting new international System Integrators and ITS consultants
- Building effective and trusting relationships with PM and R&D department

### ► Requested technical skills

- 5+ year experience in B2B technical sales.
- Experience must include direct Key Accounts Management of multinational companies
- Willing to travel abroad (20% approx. of your time)
- Proficiency in English is a must; other languages will be a plus
- Experience in using and reporting information into a CRM (preferable Salesforce)

### Offer

We offer excellent salary and benefits.

You will be part of a young and dynamic team, collaborating with innovative and technology worldwide companies

***Interested?***

**Contact us: [infohr@tattile.com](mailto:infohr@tattile.com)**