PipePredict GmbH

Did you know that annually up to 50% of the distributed drinking water worth €173 billion is lost in water suppliers’ pipe networks due to leaks and pipe bursts? With each liter of water also the energy for its transportation is lost which results in an unnecessary pollution of annually 257m t CO₂.

Our vision is a world with 0 unnecessary losses in pipelines. To realize this vision, we fight water stress and prevent pipe bursts through predictive maintenance for pipes. Therefore, we analyze sensor data with a digital twin and machine learning algorithms. As result, we predict pipe bursts so that our customers can benefit from reduced losses, improved planning of repairs & personnel as well as increased resource & energy efficiency and thus sustainability.

You are responsible for:

- Skyrocketing our technology into the market
- Building up and shaping our structured sales pipeline
- Manage the sales department including new hires
- Convince utilities, qualify leads, and increase revenues

This is what you can expect:

- Working hand in hand with the performance marketing manager and account executive to guide leads through the entire sales funnel
- Transforming contacts into leads: qualifying (BANT) and categorizing contacts by calling them to afterwards scheduling meetings with our account executive and close the deal
- Offering feedback to our marketing manager to increase campaigns’ quality and improve the target groups definition

You offer:

- Team-player with an outgoing personality and a strong pull towards closing deals
- Tofu, mofu and bofo do not sound like food to you
- Relevant experience: sales/business development
- Fluent in English and German
- Experience using a CRM-System
- Independent and reliable working method
- Technical understanding (mechanics, electronics, informatics) is of advantage
- Experience and contacts in the utility or energy sector are of advantage

We offer:

- A chance to solve a global problem: enhance life quality for millions of people and reduce tons of unnecessary CO₂ emissions at the same time
- A young, innovative, and international team of founders and coworkers with common activities and trainings to stay curious
- Creative start-up culture with low hierarchies, flexible and fast decision-making paths
- An inspiring working environment at HUB31 with a maker space (Lab³) and working equipment
- Grow with our award-winning company and take over responsibility for a team or even department
- Be one of the first coworkers and influence the company’s direction with freedom of creation
- Flexible working conditions (hours / place)
- Appropriate and industry-standard salary with a fixed commission and bonus depending on the total contract value
- Free coffee and tea as much as you can drink! Sometimes we also offer snacks :)

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