

## Head of Sales full-time

Verity Studios is creating a new breed of dynamic flying machines, leveraging technological innovation, scientific principles, advanced algorithms, and the art of design in unprecedented ways. We are excited about using technology to transform live entertainment and other industries, and we are growing the team.

As our flying machines come to stages worldwide and production volumes rise, Verity Studios is looking for a talented Head of Sales for its drone show systems. The successful candidate will drive sales globally and grow a sales team.

### Your tasks

- Lead the development and implementation of overall sales strategy for some of the world's top events, acts, and venues
- Lead sales negotiations
- Manage incoming leads and build effective customer relationships; manage key accounts; and drive development of new sales approaches for prospective customers for all geographies
- Organize and represent the company during trade shows, conferences, and events
- Work with creative team to develop pitches for installations and events
- Help prioritize ongoing marketing and branding efforts and effectively leverage them for sales
- Identify customer needs and help prioritize features for next-generation product development
- Provide analyses of potential growth opportunities to inform overall business strategy

### Benefits

- Sell ground-breaking technology to some of the world's most prominent stage productions
- Shape the culture and have a significant impact in a rapidly growing young company
- Work in an interdisciplinary, international team of highly skilled people

### How to apply

Submit a single PDF to [careers \[at\] veritystudios.com](mailto:careers[at]veritystudios.com) (subject "[j-016]") including:

- Resume/CV
- Transcripts of academic degrees
- Two references

Incomplete applications will not be pursued. Applications will be considered until the position is filled.

### Prerequisites

- At least 5 years experience in international business-to-business sales, ideally in the live events industry
- Excellent oral and written communication skills in English. Fluency in other languages is a plus
- Excellent presentation skills
- Strong negotiation skills

