

# Senior Sales Manager at IGNITE by FORVIA HELLA w/m/d

all-remote, global

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## Join the Future of Software – with IGNITE by FORVIA HELLA

**We are looking for tech visionaries who want to rethink software development.**

Are you ready to shape the next generation of mobility?

Do you have a passion for technology and a desire to work on groundbreaking projects?

Then IGNITE by FORVIA HELLA is the place for you!

We are an agile team that develops and distributes software solutions. Our core competence lies in the development of software products that are directly integrated into vehicle systems or that are usable in the development environment of industrial sectors. But we go even further: with the latest technologies such as machine learning and cloud computing, we take our software products to the next level, creating solutions that go beyond traditional approaches. Sounds exciting? Keep reading!

### What you can look forward to

→ **Entrepreneurial Thinking:** we are looking for people who think outside the box and act like entrepreneurs. With us, you have the freedom to contribute ideas and actively shape projects.

→ **Passion for the Work:** there's no boredom here – we love what we do and thrive in a dynamic work environment where you can fully express your passion for embedded software and advanced technologies, while having fun with it!

→ **State-of-the-Art Technologies:** all our projects revolve around software, and modern approaches like artificial intelligence, machine learning, and cloud technologies also play a big role. You will have the chance to experiment in various fields and actively shape the future of vehicle and industrial technology.

→ **Flexibility:** shape your workday with your global team, fully remote.

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### What you bring

- **Extensive sales experience (10+ years)**, ideally in software for the automotive sector.
  - **Proven track record of selling to OEMs and/or tier-1 suppliers**, with strong references in closing large and complex deals.
  - **Well-established network of personal contacts at relevant automotive customers**, enabling immediate business impact.
  - **Deep understanding of the automotive industry**, including its structures, decision-making processes, and current challenges.
  - **Excellent negotiation & communication skills**, with the ability to engage senior stakeholders.
  - **Flexibility to travel internationally**, as required to build and maintain customer relationships.
  - **Fluent in English (both written and spoken)**; German or additional languages are a plus.
  - **Experience in startups or spin-offs** is a plus.
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### What awaits you

- **Drive sales growth** by acquiring and managing key accounts in the automotive industry, with a strong focus on OEM and Tier 1 customers.
  - **Leverage established industry contacts** to open doors and build long-term business relationships with decision-makers at OEMs and tier-1 suppliers.
  - **Develop and execute sales strategies for software products** and solutions tailored to the automotive sector, ensuring alignment with company goals.
  - **Shape and build** global sales structures through execution and strategic impulses
  - **Lead negotiations and close complex deals, managing the full sales cycle** from initial contact to contract signing.
  - **Represent the company** at customer meetings, industry events, and trade shows, actively promoting our solutions and brand.
  - **Collaborate with internal teams** (product, engineering, marketing) to ensure customer needs are met and solutions are successfully delivered.
  - **Identify new business opportunities** for software products in the global automotive market.
  - **Provide market insights and customer feedback** to help shape product development and strategic direction.
  - **Travel flexibly and regularly** to meet customers and partners across regions.
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Contact information:

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