

## **The pitch**

It's very simple. We believe our people make the difference, and we are passionate about providing a place where you feel supported, challenged, significant, and valued. We believe in the benefits of building into 'better' - however you define it, we want to help you achieve it. As a well-funded award-winning startup, you're an integral part of who we are and who we'll become. You'll grow with us. We believe you really can love what you do!

## **Who are you?**

You're genuinely interested in people, technology, how and why things work.

You love to work closely with your team and are comfortable keeping yourself and others in check.

You're someone who cares about the quality of your work and output of your work. You're committed to the collective and your personal growth. You display a can-do attitude and a problem solving mentality. Integrity is a non-negotiable for you. You are confident, clear, self-aware, and responsible.

You can inspire a team. You can be empathetic. You can be firm and hold people accountable.

Ideally you've managed a successful sales team and SDRs at a high growth SaaS company before.

You're passionate about the world and take an interest in other areas of life, whether it be your family, fashion, or frisbee.

You are comfortable with travel, especially to the US - this is a must (*not right now though because you might struggle to get back into NZ*)!

## **Who are we?**

Based in New Zealand and expanded into the US, Hectre is a growing SaaS (Software as a Service) company that helps fruit growers produce more, quality fruit, with less environmental impact (yes, we are big on sustainability). Our mission is to empower fruit growers with the world's simplest orchard technologies.

We're excited about building technology that our customers love to use. Our focus is to empower growers. We are passionate about making a difference in their lives.

Want to learn more? Check us out at [hectre.com](http://hectre.com)!

## **The people**

We are small but diverse! We have runners, gamers, kitesurfers, someone famous on Tudou, movie buffs, auto buffs, foodies, ethnicities from all around the globe - a good, hard-working team who care about their work and the difference it makes!

We're enthusiastic about what we do. We enjoy working as a team, bouncing ideas off each other. We're agile, and we're flexible. We embrace diversity but share a unified vision. We don't shy away from taking the time to have an open discussion if we have different points of view.

Does this sound like you?

## **Your responsibilities?**

- Manage and lead a sales team to reach company growth targets
- Grow the sales team: you will facilitate and direct the hiring and training of Sales Representatives (globally) and SDRs (NZ)
- Identify and implement strong sales processes to deliver tangible value to Hectre
- Prepare and track sales budgets and projections
- Ensure the sales team is supported, trained, motivated, accountable and empowered to do their job well
- Provide reporting as requested and report to the CEO

## **Your skills?**

- Reliable and dependable. Firm but fair. Consistent.
- A natural leader with excellent communication skills who is comfortable navigating key stakeholders both internally and externally
- The ability to work in a fast paced environment
- A proven track record leading a sales team at a high growth company

- Hands-on and curious. You're constantly identifying opportunities for growth and expansion
- The ability to lead a sales team in a multifaceted, remote environment: you know how to communicate, how to push back, how to share your opinion, and follow through on your commitments

### **Bonus Skills/Nice To Haves:**

- You have experience or extensive knowledge about the horticulture industry
- Experience in a high growth SaaS company

### **What's in it for you?**

- Ground floor opportunity with a well-funded award-winning startup (options package)
- Inspiring leadership that genuinely cares
- Software (AgTech/AI) industry, c'mon!
- Flexible work environment
- A fun, supportive team culture with passionate people
- Continuing development and learning opportunities
- Great opportunity to accelerate your career growth
- Being involved in building a valuable product that makes a global impact for future generations

### **How to Apply:**

Please send your resume and a cover letter about why you are interested in this role to [jobs@hectre.com](mailto:jobs@hectre.com), referencing the role in the subject line.