

Sales & Business Development Manager - Europe

Full time - Europe (remote, with travel)

At MapsPeople, we are entering a pivotal chapter of AI-led transformation and growth, scaling our indoor mapping and spatial intelligence platform for enterprise customers worldwide. As demand continues to grow, we are strengthening our commercial team in Europe to support long-term, sustainable growth.

We are looking for a self-driven sales professional who thrives in scale-up environments and wants to make a visible impact on the company's growth journey. If you are motivated by building your own pipeline, owning your territory and closing complex enterprise deals, this role offers the opportunity to shape how MapsPeople grows in your market.

The Role

As Sales & Business Development Manager, you will be an individual contributor driving new business across Europe, reporting to Commercial Leadership. You will own the full sales lifecycle, from prospecting to close, and work with a high degree of autonomy to build your pipeline and execute territory strategies that deliver consistent revenue growth. You will engage with customers across multiple industries, selling complex spatial SaaS solutions with deal sizes ranging from €30k to €300k+. Working remotely from within Europe, you will drive growth across multiple countries, working closely with our headquarters in Denmark and our international commercial team.

What You Will Do

- Own the full sales cycle, from outbound prospecting and discovery to negotiation and contract close
- Proactively generate new opportunities using modern sales and lead-generation tools
- Build and maintain a healthy, forecasted pipeline across assigned European territories and verticals
- Navigate complex buying committees and identify key decision-makers and economic buyers
- Tailor value propositions to different industries and stakeholder needs
- Define and execute country, territory and vertical strategies to drive growth across Europe, such as the Nordics, DACH and Benelux
- Represent MapsPeople at industry events, conferences and in-person customer meetings

What You Bring

- 5+ years of experience in B2B SaaS sales, with a strong track record of exceeding quotas
- Proven success managing complex sales cycles and enterprise deal sizes of €45k–450k+
- Strong communication, negotiation and presentation skills
- Fluency in English, both written and spoken; an additional European language such as German, French or Dutch is a strong advantage

Key Skills

- Full-cycle enterprise sales, from outbound prospecting to close
- Pipeline building and accurate forecasting
- Navigating complex buying committees and reaching economic buyers
- Territory and vertical strategy
- Presenting and demoing technical products to senior stakeholders is an advantage
- Experience in mapping, PropTech, GIS or spatial data industries is appreciated
- Experience selling complex SaaS solutions with long sales cycles is appreciated

- Experience selling across several European countries and cultures is appreciated

Sales Tools

- Proficiency with HubSpot, ZoomInfo and LinkedIn Sales Navigator

Who You Are

You have a builder mindset and are comfortable operating in a scale-up environment undergoing transformation. You enjoy owning your territory and your results, working independently while collaborating closely with colleagues across Product, Engineering and Leadership.

What you get

This role is a strong fit if you want to:

- Have a high-impact sales role in a growing international company undergoing AI-led transformation
- Own your territory, pipeline and revenue outcomes
- Collaborate closely with cross-functional teams across Product, Engineering and Leadership
- Flexible, remote working from within Europe, with regular travel to customers and to our offices in Denmark
- Join a collaborative, international work environment
- A competitive compensation package including base salary, commission and benefits in line with your country of employment

Ready to help drive the next phase of growth at MapsPeople?

Apply here or send your application to juth@mapspeople.com.