

JOB OPENINGS



SALESM

Sales Manager (m/f/d)

Volt LogIQ® | Bolzano, South Tyrol, Italy | Part-time

The Role

Volt LogIQ®, a fast-growing startup innovator with international offices in Europe, China, and the U.S., is seeking an experienced Sales Manager to build and lead our sales operations in South Tyrol and the neighboring regions (DACH). This key position reports directly to the co-founder and is responsible for the entire sales cycle, from lead generation to closing deals.

You'll work with C-level decision-makers at SMEs and in regulated industries and critical infrastructure sectors to introduce them to enterprise-grade on-premise AI solutions. This role requires strategic thinking, consultative sales skills, and the ability to navigate complex multi-stakeholder sales processes.

Working globally, rooted locally

Your primary focus will be on South Tyrol, but you'll be part of an international organization with offices and R&D teams across three continents. You'll regularly collaborate with colleagues in Frankfurt, Beijing, North Carolina, and Dubai—and occasionally travel to these locations for strategic meetings, international conferences, and market expansion initiatives.

Location & Travel

NOI Techpark Bolzano

- Location in the Bolzano/Bozen area (required)
- Main market: South Tyrol, Trentino, Northern Italy, DACH
- Regular on-site client visits throughout the region
- Occasional international travel
- Visits to headquarters and strategic planning sessions
- International trade shows and industry conferences
- Coordination with global teams in Beijing
- Remote work is supported, but a local presence and proximity to our NOI Tech Park headquarters are essential

Key Responsibilities

Sales & Business Development

- Implementation of the go-to-market strategy for South Tyrol, Northern Italy, and the DACH markets
- Identify and qualify enterprise prospects in targeted industries
- Conduct on-site presentations and product demos for executive stakeholders
- Manage the entire sales cycle, including discovery, proposal development, negotiation, and closing
- Coordinate with technical and delivery teams across multiple time zones to ensure successful customer onboarding
- Build and maintain relationships with key accounts and strategic partners regionally and internationally
- Represent Volt LogIQ® at European and international industry events, roundtables, and in professional associations

International Coordination

- Support expansion initiatives in the DACH region and Northern Italy (Austria, Southern Germany, Lombardy, Veneto)
- You'll learn from our global knowledge base spanning Europe, Asia, and North America and contribute to it

Required Qualifications

Languages (essential)

- German (native or C2 level)
- Italian (native speaker or C2 level)
- English (business fluent, at least C1) – working language for international collaboration

Professional Experience

- 3 years in B2B enterprise sales,
- Strong business acumen and ability to understand customer operations and pain points
- Excellent presentation and negotiation skills
- Confidence in international, multicultural environments

Personal Qualities

- Self-motivated with a strong sense of ownership
- Professional demeanor suitable for engaging with C-level executives
- Resilient and persistent in pursuing opportunities
- Responsive communication style and a strong sense of urgency
- Curiosity about AI and a willingness to embrace new technologies
- Ability to adapt to a fast-paced startup environment with evolving priorities
- Valid driver's license and valid passport for international travel
- Willingness to travel internationally, even on short notice

Preferred Qualifications

- Master's degree in STEM, business, or a related field (not a deal-breaker)

What We Offer

- Competitive compensation package with base salary and performance-based commission

International exposure

- Work with a truly global team spanning Europe, Asia, and North America
- Regular interaction with world-class AI researchers from Stanford, Cambridge, and Tsinghua University
- Exposure to diverse market dynamics in the DACH region, Northern Italy, the Mediterranean, Asia, and the U.S. markets
- Opportunity to participate in international expansion initiatives
- Trips to cutting-edge AI research hubs and global tech conferences

Professional growth

- Opportunity to shape sales strategy and build processes from the ground up
- Direct collaboration with the founding team and international AI research experts
- Professional development and a clear career path as the company scales internationally
- Flexible work arrangements with autonomy over your schedule and approach
- Be part of a team building technology that will define the next decade of enterprise AI
- A front-row seat at a startup scaling across continents

About Volt LogIQ®

Volt LogIQ® is a fast-growing Innovativa startup that develops enterprise AI solutions for data sovereignty and regulatory compliance. Our products—including intelligent knowledge management and autonomous workflow automation—run entirely on-premises or on private European infrastructure and serve organizations that require full control over their data.

Global Presence

- Headquarters: NOI Tech Park, Bolzano, Italy
- R&D Labs: Beijing Institute of Technology (China), Duke University (USA)
- Regional Offices: Frankfurt (DACH), Dubai (MENA)
- Team: A rapidly growing team of AI engineers with PhDs from Stanford, Cambridge, Tsinghua University, Rose-Hulman, and Duke

We combine European business expertise with cutting-edge AI research from the world's leading institutions. Our international footprint enables us to recruit top-tier talent from global AI hubs while maintaining our commitment to European data sovereignty and compliance standards.

Our Competitive Advantage

While others talk about AI, we build it—and use it internally first. Every member of our team works with AI every day, automating workflows and expanding their capabilities with technology that isn't available anywhere else. You sell based on experience, not theory.

Our solutions address critical needs in regulated industries: energy infrastructure, manufacturing, food production, and professional services—sectors where data security, compliance, and operational continuity are non-negotiable. We serve customers across Europe, with growing traction in the DACH markets and Northern Italy, as well as strategic partnerships in Asia and the Middle East.

Application Process

Interested candidates should please send their current resume (in German or English) and cover letter to: sales@volt-logiq.com


Subject line: Sales Manager Application – [Your Name]

Volt IQ Srl – Startup Innovativa

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