

Job Description

“Pre Sales Executive, Germany – American Pre IPO eCommerce software vendor”

The company is one of the most exciting eCommerce software vendors in existence today and has established itself as one of the major players in the eCommerce ecosystem with major international brands as clients.

We are looking for a German based Pre Sales Executive that will support sales in the German/DACH high end online retail market.

Company Description

The company has developed a leading SaaS offering that is used by eCommerce merchants and online retailers globally. With a planned IPO in the next 2 years, this is a great time to join a very hot software company at a time when it is poised for tremendous global growth. The company offers one of the most highly leveraged compensation plans in the industry today.

Role:

- Support new business sales engagements with German and DACH based online and multi channel retailers
- Respond to RFI's and RFP's, input with proposals, Pre Sales demonstrations etc
- Act as the bridge between the company and the client's business and technical team
- Bring value to all sales engagements to ensure business closure
- Extensive travel in the region is expected

Skills Required:

- Experience within the online or eCommerce sector is required
- New business sales focus
- Exceptional gravitas and presentation skills with the ability to engage at senior level
- Strong track record of overachievement
- Web based technical skills
- Fluent German and English language skills

Apply to Paul French, paf@intrinsicsearch.com