

Job Description

“Senior Sales Executive – Italy- Business Intelligence / Analytics Software Solutions”

We are seeking an experienced, Italian based (Milan), Senior Sales Executive to work for a stable, mid-sized, Business Application Software firm, but to really kick-start the Italian market.

This position is to start up and sell the firm’s Analytics Software Solutions directly into the Italian market.

The new target markets will consist mainly of **Telco, Financial Services, Media** and **CPG**. The successful candidate will operate as part of a successful European team and there is local Presales support.

Company Description

The company has a solid European customer base across many vertical markets, including Life Sciences and Financial Services, whilst possessing a stable and solid business in Europe, the company is looking to build upon this by recruiting an additional Senior Sales Executive to sell into Italy.

Role:

- * New Business, direct sales of the company’s BI Software products
- * Report pipeline and progress to Director based in France
- * Manage long, protracted sales cycles, complex license deals 200k Euro to million +
- * Target key high level Business Decision makers such
- * Help team generate new business across the region

Skills Required:

- * Strong direct sales record of business application software sales
- * Ideally from a BI, Analytics or related software industry (not Infrastructure, IT or Security)
- * Stable record of success not a job hopper
- * Credible track record of success particularly in the relevant markets
- * Able to manage long sales cycles 6-12 months

Apply to Ben Watkins, bew@intrinsicsearch.com