

Job Description

“Sales Director UK, High growth, Emerging Enterprise Software Firm”

The company is growing at a phenomenal rate and is highly rated as one of the hottest VC backed emerging software companies in the World.

With a global presence and over 200 UK customers, this US firm is seeking a UK Sales Director to lead and take the UK business to the next level.

The market for the proposition is growing rapidly with demand and multiple existing clients in various markets including Financial Services, Telco, Healthcare, Public sector, Utilities and Telecommunications.

Role:

- Manage and grow UK sales team, whilst creating a motivated and fun environment
- Thames Valley based
- Responsible for growing revenues in the UK market
- Ensure team is successful in closing multiple deals ranging from £20k to £300k +
- Ensure sales target is achieved and overachieved
- Work closely with Pre Sales, Marketing and professional Services to provide compelling solutions to end user customers
- Pure Sales leader role, no P&L or Country Management responsibility

Skills Required:

- Track record of taking emerging software firms to the next level in the UK
- Ideally some prior experience in the BI, ETL, Integration, Middleware, CAD/CAM or similar markets
- The company has technical driven solutions that are sold to IT and also can solve business problems
- Based South East UK
- Highly motivational, positive and driven character
- Proven understanding of complex multi level selling within a corporate environment
- Exceptional verbal, written and presentation skills

Apply to Paul French, paf@intrinsicsearch.com