

Job Description

“Senior Sales Executive – Benelux, DACH – eSourcing”

Opportunity to work for an emerging eSourcing SaaS company, which already possesses a strong European customer base. This role will be based in The Netherlands or Germany and will cover a European region.

Company Description

The company has an ambitious plan to build a top class “dream team” and are seeking a high caliber European sales person. This person will most probably be located in German, but the company is also open to Benelux and Nordics based individuals.

Next Generation eSourcing / Procurement SaaS Solutions.

The SaaS company has had an exciting last 12 months. After a major investment a year ago from a private equity firm, they’ve shifted focus from a consulting / software licensing model to a SaaS model, with pricing to client based on number of users in most cases. This included a major redesign of their platform, and since its Q3 re-launch, they’ve picked up 28 new customers; ThisPrivate US firm, has around 80 employees Worldwide, 7 in Europe (Sales, Presales, VP)

The Role:

- New business direct sales of the company’s SaaS solutions
- Key targets are **CPG, Manufacturing, Food & Beverage, Retail, Automotive** and **Chemical sectors**. Not Insurance or Financial Services
- To pitch / evangelise the solution to Strategic Sourcing Directors and Chief Purchasing Officers
- The company has UK LTD and German GmbH entities, so likely the person will be an employee of one of these businesses
- Close pilots (€70k circa) and deals (€250k circa) directly with end users



Skills Required:

- Self starter, able to work remotely, home office
- Reports into VP EMEA based UK
- Over achiever who can demonstrate a top class enterprise sales background
- Ideally from areas such as Sourcing, Procurement, ERP, Supply Chain software
- Fluent in English
- Willing to travel across Europe on business
- Culturally aware and suited to high growth, emerging US software firms
- Strong direct sales background
- Motivated by upside
- Conceptual selling background
- Persuasive, winning mentality

Apply to Ben Watkins, bew@intrinsicsearch.com