

Job Description

“Senior Sales Executive, UK – American High growth 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 global brands as clients.

We are looking for a senior new business sales executive that will sell to the UK 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 leverage compensation plans in the industry today.

Role:

- Win new business sales engagements with UK based online and multi channel retailers. It is expected that there will be some cross border and European focus also
- Ensure that software sales targets are achieved in the region
- Manage multiple customer engagements at any time
- Travel is required including some European trips

Skills Required:

- Experience selling to the online retail sector is ideal
- Applications are also accepted from candidates within the offline retail sector
- New business sales focus
- Exceptional gravitas and presentation skills with the ability to engage at senior level
- Strong track record of overachievement
- Have worked for a smaller and high growth software company in the past

Apply to Paul French, paf@intrinsicsearch.com