

Job Description

“Sales Executives, UK – High growth CRM software vendor”

The company is in rapid growth mode having recently announced a global headcount increase of 25%. Their proposition is applauded by Gartner and Forrester as the market leading solution in its niche and has been implemented by hundreds of global brands in Retail, Financial Services, Telco, Public sector and Utilities.

We are looking for sales executives to sell a scaled down version of the enterprise solution to large corporations at departmental level. The opportunity then exists to sell the enterprise solution once the value has been proven.

Company Description

The company has developed leading CRM solution that addresses the needs of large corporations. The company is growing at a breathtaking rate as the market is ripe for their proposition. This role is going to suit sales executives that aspire to develop their software careers in an enterprise software environment.

Role:

- Sell CRM propositions to large corporations across varied vertical markets in the UK and Europe
- Work in an overlay environment with the enterprise sales team
- Sell to senior level sales and marketing business decision makers within client organisations
- Build targeted sales plans and execute sales strategies as agreed with management
- A highly consultative sales role selling a true ROI proposition

Skills Required:

- Track record of sales achievement selling a business software proposition such as CRM, BI, ecommerce, Chat, eMail, Marketing, Social Commerce software or similar
- Hungry and motivated to succeed with high energy levels
- New business hunting mentality
- Well presented with exceptional presentation skills
- Able to perform demonstrations both in person and via webEx

Apply to Paul French, paf@intrinsicsearch.com