

Job Description

“Strategic Sales Executive, UK – Pre IPO Social Media Commerce Software Company”

This is a very exciting Pre IPO, US software company that has a complete solution used by some of the world’s best known and respected brands to power their social media strategies. The company is growing at over 100% per annum and is VC backed with a planned earn out.

Company Description

The company started their European operations in 2011 and already has a number of major European clients. The company is looking to expand the EMEA team in 2012 with multiple hires across all disciplines including the direct sales team. With a compensation plan that has to be one of the best in the industry, a great value proposition and management team, its a great time to join this leading SaaS software company.

Role:

- Sell social commerce solutions to large corporations with well known brands
- Generate new business sales engagements and achieve sales targets
- Listen to client needs and tailor social media solutions to drive their business
- Attend customer meetings, perform online and face to face demos, build pipeline for deal closure
- Engage with advertising agencies, brand managers and other senior decision makers in the digital marketing space
- Based in central London

Skills Required:

- Track record of achievement selling software solutions within the digital marketing sector
- Ideally some experience selling SaaS based software solutions
- Preference to have some experience of the marketing and advertising ecosystem
- Exposure to social media will be a major benefit
- Ideally will have sold to brand managers or social media managers
- Exceptional personal and business presentation skills
- Desire to succeed and elevate levels of personal success

Apply to Paul French, paf@intrinsicsearch.com