

“Sales Director, Netherlands / Nordics

New & exciting opportunity to work for a North American SAAS player, seeking to expand its footprint across the Netherlands and Nordics markets.

This opportunity will suit a seasoned Senior Sales Executive, who is used to working in start up situations, based out of the Netherlands and well connected in marketing centric applications.

Company Description

The company employs around 700 individuals worldwide and has been trading for 15 years, so has an established name and customer based (including several Dutch and Swedish clients)

Tasks:

- Based out of the company’s office in The Netherlands
- Reports into the VP EMEA in London
- Lead sales of the company’s SAAS solutions. Average deal size is around Euro 200,000
- Win new business sales opportunities within the territory, targeting mainly senior **Marketing** and **Market Research** decision makers
- Ensure that the target is achieved
- Identify and properly qualify business opportunities for closure
- Lead negotiations and overcome objections for deal closure
- Report regular progress to the Vice President
- Manage complex sales cycles and multiple engagements simultaneously
- Communicate business ideas and prepare sales forecasts and sales cycle reporting

Skills required:

- Has succeeded in an entrepreneurial driven rapidly growing software company, ideally Marketing software or SAAS related. Someone capable of working remotely
- Highly sales focused, good customer skills, extrovert personality
- Good communicative skills both verbally and in written form and the ability to effectively communicate ideas and properly describe problems and solutions
- Self-starter with the ability to work independently and in a small team environment
- Background of closing large deals on behalf of **Customer Experience, CRM, Marketing Automation, Marketing Services, EFM** or similar type **software / services companies**
- Fluency in English, Dutch + other languages would be highly beneficial

Apply to: **Ben Watkins, Director, Intrinsic Executive Search, +44 (0) 1252 698229, bew@intrinsicsearch.com**