

**“Senior Sales Executive - Home-based”**

**Customer Service Software Provider**

Opportunity to join an established European Software firm in the Customer Services Software space, seeking to hire an entrepreneurial Senior Sales Executive, suited to working for smaller tech firms and who enjoys taking new products to market.

The mission is new business sales of the company’s Customer Service Digital solution, targeting B2C organisations which traditionally have call-centres (Utilities, FS, Retail, eCommerce & Telco).

**Role:**

- \* Can be home-based
- \* New Business, direct sales of the company’s Software solutions into the relevant sectors
- \* Reports into the VP EMEA based in Germany
- \* Manage sales cycles, often complex license or SAAS deals, AOV: \$400k+
- \* Target key high level Business Decision makers such as CEO, Customer Service Executives and Head of Digital
- \* Generate new business across the region
- \* Report progress accurately to the VP EMEA

**Skills Required:**

- \* Strong direct sales record of business software sales into the relevant sector
- \* Could come from a Predictive Analytics, Marketing Automation, Customer Experience, Feedback Management, eCommerce Platform, Contact Centre or CRM software background
- \* Stable record of success
- \* Credible track record of success particularly in the relevant sectors
- \* Able to manage long sales cycles 6-12 months

Apply to Ben Watkins, [bew@intrinsicsearch.com](mailto:bew@intrinsicsearch.com)