

Job Description

“Senior Enterprise Sales Executives, UK, Benelux and DACH locations,” SaaS Collaboration Software

Company Description

This European VC backed software business is already established and successful with an enviable client base of major global clients and high profile VC investment. With a plan for further international growth already underway and a world-class senior leadership team leading the business, this SaaS software business offers an exceptional platform for “Sales Athletes’ to develop their careers.

Increased revenue growth and investment has resulted in new sales opportunities being created in the UK, Germany and Netherlands for exceptional enterprise sales executives.

Role:

- Navigate complex organizations selling to the C suite specifically CIO and CMO
- New business logo sales focus with broad vertical market focus
- Full sales cycle sales approach from prospecting, cold calling, qualifying, working with Pre Sales teams, preparing proposals, negotiating and closing enterprise deals
- Accurate sales forecasting using SF.com
- Direct sales approach and some opportunity also to work with SI and Consulting partners
- This is an opportunity for highly motivated self starters that can work diligently without supervision

Skills Required:

- A demonstrable track record of enterprise selling over the last 3 plus years
- Experienced in the sales of business applications, not pure IT or infrastructure
- Experienced in the sales of SaaS propositions is a preference although not mandatory
- Highly articulate both written and verbal with first class presentation skills
- Will have worked for a smaller or entrepreneurial VC backed software company at some stage of career
- High levels of motivation and desire for personal and financial success

Apply to Paul French, paf@intrinsicsearch.com