

Job Description

“Germany Sales Director, Artificial intelligence for Customer Engagement”

Company Description

The company is a well funded venture backed software company in rapid growth mode, having invested heavily in R+D resulting in an Artificial Intelligence proposition that can be used by just about any major corporation that wishes to invest in digital or customer engagement transformation.

Senior Sales Executives with a background of eCommerce, Contact Centre, Customer Service or other areas of digital or customer experience transformation are going to be interested in this proposition and we invite their applications. We are also interested in talking to candidates that have sold early adoption software solutions across all areas of the enterprise business software spectrum.

Role:

- Drive new business revenues with named major corporations
- Ability to upsell into current corporate accounts
- Engage at the highest levels and identify relevant opportunities to sell this exciting proposition
- Ensure sales targets are achieved
- Broad vertical market focus but may include Financial Services, Telco, Travel, Retail or utilities for instance
- Option to work from home and from the office

Skills Required:

- Experience of selling business application software
- Will have proven experience of selling “early adoption “ software propositions at some stage of career
- Will have ideally worked at some stage for an earlier stage, venture backed business
- Open on previous background but an interest for experience in the sales of software where digital or customer engagement is at the forefront of the proposition

Apply to
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