

## **Job Description**

### **“Germany, Senior Enterprise Account Executives, Customer Experience Solutions”**

## **Company Description**

This acquisitive and award winning multi Billion \$\$ global Software Corporation is highly rated by the Analysts and has commenced a plan to double it's revenues over the next 4 years. The company is looking to hire experienced and high achieving senior level sales executives to drive new and existing revenues within major Corporations in Germany. Due to the size and complexity of the clients, it is anticipated that there will be a broader international focus in certain circumstances.

The company develops leading edge CX and Customer Engagement solutions that are used by thousands of global corporations undertaking digital transformation. This role will appeal to senior level Enterprise players that want to work for a major software company that still retains the feel of a smaller and more nimble software business that retains an entrepreneurial culture.

## **Role:**

- Drive new business revenues within major corporations
- Upsell into named existing clients
- Engage at the highest levels, often at C level
- Sales of high value and complex software solutions, values can be into 8 figures
- Ensure sales targets are achieved
- Work closely with Pre and Post sales Executive teams
- Be part of an exceptional team of high achieving and respected software Executives

## **Skills Required:**

- Experience of selling CRM, Contact Centre, Customer Experience, Business Process Management solutions, ERP are ideal, not infrastructure
- Track record of success selling major transformational software engagements
- Experience of Challenger Sales or other sales methodology for enterprise selling
- Able to travel across Germany as required. Use of home office as well as corporate offices in Frankfurt and Munich
- Exceptional appearance, presentation and corporate engagement capabilities

**Apply to Paul French, [paf@intrinsicsearch.com](mailto:paf@intrinsicsearch.com)**