

Job Description

“Nordic – Sales Director”

Company Description

This is an opportunity to build out a software sales business in the Nordic region but with the advantage that the company already has a solid client base in the region.

The company is a US VC backed Marketing Technology software company. The proposition blends Video and Analytics technology to provide a unique solution for enterprise marketing departments giving marketers the edge when creating demand and pipeline for corporate sales teams. The proposition can also be sold to head of HR as well as broader business leaders. The company has numerous global names as clients across a variety of different market sectors.

Role:

- Commence work in a hands on sales role driving new business SaaS sales engagements to business leaders in major companies
- Drive the sales business with the longer terms view to stepping up into a “player manager” position, hiring new team members as success is delivered
- Work with the Marketing teams to design and deliver campaigns for new business development and pipeline build
- Engage with corporate EMEA HQ in the UK as well as Corporate HQ in the USA
- Sales cycle reporting in line with management expectations

Skills Required:

- Experience of working for a smaller, rapid growth US SaaS company is preferable
- New business sales focus and success
- Will have sold to CMO and marketing departments
- We are open on technology experience in general although previous experience in the sales of a Marketing Technology proposition is required ideally
- Some previous “player manager” experience is desirable
- Exceptional communication and presentations skills
- Stockholm location ideally

Apply to
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