

**“Director of Sales - Paris, Complex Customer Engagement Solutions ”**

**Company Description**

The company is a fast growing software corporation that has grown organically and via acquisition. On target for doubling revenues in a 4-year period, the company develops leading edge Customer and Employee Engagement solutions that are used by thousands of global corporations undertaking digital transformation.

Due to continued growth, a tremendous opportunity now exists to hire a Director of Sales for the French market to lead a team of 6 with the opportunity to grow further. This role will focus heavily on the sales of Enterprise SaaS solutions to a mix of Corporations and larger SMB firms. This exciting company has an interesting profile - A corporate software business but is free of much of the red tape and bureaucracy that can be prevalent in some larger companies.

**Role:**

- Lead and develop the existing French team of 6 sales executives
- Develop sales strategy in line with corporate objectives and team targets
- Ensure that the sales team with a diverse range of skills and experiences are developed and supported to ensure optimum team revenues and success
- Sales of both SaaS and perpetual license engagements
- A highly visible role working closely with senior leadership and working within a truly global software business
- Selling a highly complex business software proposition with multiple user cases
- Direct end user sales but often working with partners such as GSI's and specialist consultancies and reseller partners

**Skills Required:**

- Deep experience of leading SaaS (and perpetual license) engagements to corporates and larger SMB firms
- Exceptional sales and leadership skills that have been honed over a successful software career
- Will have lead diverse sales teams requiring a multi faceted approach to leadership
- Highly dynamic having worked in a complex corporate software company environment. Prior experience having worked for smaller or emerging software companies is desirable
- Prior sales and target achievements and able to demonstrate a track record of sales and leadership success in a corporate software environment
- Exceptional personal presentation as well as verbal communication and presentation skills are a key requirement
- Business fluency in English is required

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

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