INTRINSIC
EXECUTIVE SEARCH

"Director of Sales - UKI, 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 UKI markets to lead a team of 15 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 UKI team of 15 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 based in the UK and EMEA 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

Apply to Paul French, paf@intrinsicsearch.com

Paul French, Director – Intrinsic Executive Search
Telephone: +44 (0) 1962 828785
paf@intrinsicsearch.com
www.intrinsicsearch.com