

“Vice President - UKI, Complex Customer Engagement Solutions ”

Company Description

The company is a fast growing US Silicon Valley 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.

We are hiring for a Vice President to lead the UKI commercial sales organization. This is a critically important role as it takes ownership of large percentage of the overall European number. With a seat at the table of the senior leadership team, the role carries responsibility and visibility both internally and externally. Leading a team of 45 in sales, pre sales and channel, there will be ample opportunity to build and structure in line with corporate and growth objectives.

The company is a well-known brand but still of a size where you can make a difference.

Role:

- Own the revenue number for the UKI business
- Lead a team of 45 with room to grow and hire managers and individual contributors
- Responsibility for 3 Sales teams, Pre Sales and Channel groups
- Sales of predominately SaaS as well as very high value digital transformation engagements
- A seat on the European senior leadership team taking an active part in the direction of the EMEA business
- Direct line reporting to the VP of EMEA and close proximity to the global head of sales
- Be responsible for all aspects of the UKI commercial business

Skills Required:

- Exceptional leadership skills with strong emotional intelligence and authenticity
- Will have worked in other high growth environments
- Gravitas and presentation skills that are 2nd to none, absolutely at the top of their game
- Ability to positively engage at all levels of the organization including with partners, customers analysts and investors acting as a figurehead for the UKI business
- Will have had a highly successful earlier software sales career
- An agent of change with the ability to bring value and new ideas
- Direct and indirect sales experience working with partners and global systems integrators
- Understands digital and cloud transformation and what it means for clients and partners alike
- An enterprise SaaS background within higher value business applications

Apply to Paul French, paf@intrinsicsearch.com or Ben Watkins, bew@intrinsicsearch.com

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