

“Stockholm, Senior Sales Executive / Business Development Manager” Innovative SaaS Solution”

Company Description

This high-growth Nordic headquartered Enterprise SaaS firm is seeking to hire a new business Enterprise SaaS Sales Executive who will be based in Stockholm.

Their innovative and unique proposition not only provides a superb business solution to a global business problem, but it also has a huge environmental and sustainability business case as well! The company has already signed up a host of clients across Europe and having recently received additional VC funding, is on an aggressive growth path. The company will help support this hire with local internal sales and marketing support.

The company is the market leader of a SaaS solution sold to (but not exclusively) Marketing and Procurement Executives. The Enterprise solution can be sold into different verticals, but the main focus will include Manufacturing, Education, Retail, Pharmaceuticals, Test & Measurement and Marine.

Role:

- Report into the VP Sales
- New business sales of the company’s SaaS into the chosen market sectors across the Nordic region
- Pitch deals to relevant decision makers such as Marketing, Procurement, Finance, Head of Sustainability
- Drive and close new Enterprise SaaS deals
- Work closely with SDR and Marketing to generate leads
- Hit and exceed annual target
- Ideally based in or close to Stockholm
- Travel to meet prospects and clients in Nordic as required

Skills Required:

- Strong Enterprise SaaS selling track record
- Deep experience of selling across the Nordic region
- Business Fluency in Swedish and English
- Solid sales success within ideally start-up SaaS environments
- Able to juggle multiple deals at once as you will be expected to close 10+ deals per year
- Can work in high growth, fast paced environments

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