



INTRINSIC

EXECUTIVE SEARCH

Job Description

*“Senior Sales Executive – **DACH** Market”*

Location: London, UK office with international travel

Enterprise SaaS Solutions

*Highly competitive base, commission

Overview:

We are working with a high-growth European Headquartered Enterprise SaaS firm hiring looking for an Enterprise SaaS Sales Executive who will be based out its London sales office.

The company has already signed up a host of clients across Europe (including Germany) and having recently received additional VC funding, is on an aggressive growth path.

The company will help support this hire with a German speaking SDR and Marketing push, infrastructure is there, however we are searching for new-business hunter.

Solutions and focus:

The company is a market leader of SaaS solutions sold into mainly Marketing and Procurement Executives. The Enterprise solutions can be sold into different verticals, but the main focus of this role will include

- *International Manufacturing firms*
- *High Education*
- *Retail*
- *Pharmaceuticals*
- *Test & Measurement*



INTRINSIC EXECUTIVE SEARCH

Responsibilities include:

- Report into the VP Sales based in Europe
- New business sales of the company's SaaS into the chosen market sectors across the **DACH** 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 within 90 minute's commute of Central London
- Travel to meet prospects and clients in DACH is required

Desired Background:

- Strong Enterprise SaaS selling track record
- Business Fluency in German
- B2B Enterprise SaaS Selling background
- 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
- May have sold Document Generation / Management, Business Process Management, Digital Asset Management, Marketing Automation, Print Management or other B2B SaaS solutions in the past
- Can work in high growth, fast paced environments

To apply:

Contact Ben Watkins, Intrinsic Executive Search, bew@intrinsicsearch.com or call +44 (0) 207 097 1475