



INTRINSIC  
EXECUTIVE SEARCH

## Job Description

### ***“Senior Sales Executive”***

**Location:** Reading, UK office. 2-3 days per week

**Sector:** *Transport Management Related SaaS*

**Fixed salary:** £60-65k base plus commission

#### **Overview:**

Unique opportunity to work for a small, UK business in the Transport Management SaaS space (consists of less than 10 employees).

The company has been trading for over 15 years and has signed up a number of customers in the Logistics sector. Many of these have been on a reactive basis over the years with an extremely high retention rate.

Working closely with the owner of the firm, you will be responsible for all sales related matter for the business and will put together and execute a strong sales business plan.

#### **Responsibilities include:**

- This role reports into the Owner / Founder
- New business sales of the company’s SaaS solution into the **UK logistics sector**.
- Create the sales business plan
- Work closely with the Telemarketing and Marketing employees
- Manage the CRM system and report progress accurately to the Owner
- Work closely with the SDR to get meetings
- Build a sales engine
- Close deals that range from £12k-30k ARR



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**Desired Background for Ideal Candidate:**

- B2B SaaS Background
- Ideally suited to working for small tech firms
- Must-be incredibly hands-on and sales focused
- Consultative, team-player
- Ideally has sold Transport Management, Demand Planning, ERP, EDI, Warehouse Management or Supply Chain Software
- Able to work out of the Reading office each week
- Strong sales pedigree
- Experience selling to Logistics companies would be highly beneficial

**To apply:**

**Ben Watkins**

**Intrinsic Executive Search**

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