

“RVP New Business Sales UK & Ireland , Cloud Customer Service”

Location – Dual locations of London and Home Counties

Company Description

This European Software business has established their business and brand in Europe and the USA. The opportunity is huge as take up for their pure SaaS offering has been accepted by hundreds of corporations and larger SMB business alike as companies undertake digital transformation strategies and move to the Cloud.

Due to promotion and growth generally, the company is looking to hire a VP of UKI Sales to lead a current team of 7 to sell new business SaaS to Mid Market and Enterprise Accounts.

Role:

- Hands on sales leadership opportunity of Sales Executives with focus in SMB and Enterprise Accounts
- Mentoring and support to include hiring and training new sales executives
- Execute annual sales plan for the UKI market
- Regular forecasting meetings to ensure deal closure
- Motivational leadership and figurehead for the UKI sales business

Skills Required:

- Previous experience as a quota carrying sales executive
- Will have prior tenure as a sales leader
- Experience in a business application software environment
- Ability to attract, motivate and retain high performing sales executives
- Can demonstrate ability in maintaining and building a predictable sales business within a SaaS environment
- Ability to develop team so that they may become the leaders of the future
- A positive influencer of colleagues, partners, clients and prospects
- Constant feedback loop to colleagues to ensure constant improvement of proposition and service
- Exceptional personal and professional presentation skills

Apply to Paul French, paf@intrinsicsearch.com