

“Vice President of Sales UK & Ireland, Cloud Customer Service”

Location – Dual locations of London and Home Counties

Company Description

This European SaaS business is an established 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.

This is an award winning and respected SaaS player operating in a huge market that is growing exponentially and we are looking to hire a leader for the UKI business.

Role:

- Lead a team of 2 managers with 16 sales reports in both new business and account management
- Report to the Vice President of EMEA
- Drive go to market sales strategy
- Be the figurehead of the UKI commercial sales business
- Based from dual office locations in London and Home counties
- Inspire the sales team as a natural motivator and charismatic SaaS leader
- Drive the sales number with precision forecasting utilizing SF.com and solid metrics and cadence reporting

Skills Required:

- Previous experience as a quota carrying sales executive with experience to share, support and inspire others
- Will have prior tenure as a sales leader within a SaaS 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
- Exceptional personal and professional presentation skills with the capability to engage at senior level internally with colleagues as well as externally with customer, partners, analysts etc.

Apply to Paul French, paf@intrinsicsearch.com

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