

“Sales Director - DACH – High-Growth - SaaS Vendor”

Based: Berlin **Salary:** Competitive base / OTE + Stock options

Outstanding opportunity to lead the DACH region on behalf of an emerging, 200 person, Series C, European SaaS firm!

This VC backed, B2B SaaS firm was founded in 2012 and has already signed up multiple Enterprise and SME clients in various sectors. The company has already opened for business in DACH & is seeking an outstanding, B2B SaaS Sales Leader who can help scale the firm in the region.

Role:

- * Based out of the Berlin office where the sales engine is being created*
- * Lead sales of the company’s SaaS offering into SME and Enterprise accounts in DACH*
- * Lead the sales team, whilst working closely alongside Marketing, Pre-sales and CS functions*
- * New Business, direct sales of the company’s SaaS solutions into the relevant sectors*
- * Reports into the C-level Exec, based outside of DACH*
- * Lead and scale a team of Sales Execs in Berlin*
- * Hire, develop and lead outstanding sales talent*
- * Target key high level Business Decision makers such as Marketing and IT, Operations*
- * Generate new business across the region*
- * Input to DACH Sales/ Commercial strategy*

Skills Required:

- * Strong direct sales record of B2B SaaS in DACH*
- * Player-manager profile, with own account ownership to be expected to lead as an example*
- * Highly-sales driven, highly competitive, desire to over-achieve sales quotas*
- * Able to juggle multiple SaaS deals at once*
- * Experienced in modern B2B SaaS selling skills, online meetings*
- * Will have sold complex B2B SaaS with multiple stakeholders. Open on background*
- * Stable record of SaaS Sales success, ideally for a well-known SaaS player*
- * Challenger oriented and solution oriented sales style and not transactional oriented sales style*