

**“Senior Enterprise Sales Executive - DACH - World-leading SaaS Vendor”**

**\*\* High-Earning Opportunity! 60% of Sales Team made club trip in 2018!**

Opportunity to join a well-funded, established US SaaS firm (1,000+ employees / \$200m) that is growing at exceptionally fast rate across the globe and in DACH!

The company has already opened for business in DACH & signed up multiple Enterprise clients across different industries including the company’s largest ever land deal!

This is a chance to join the DACH team in the early stages of its growth, in the role of a New Business Hunter **combined with** managing some existing accounts.

We are looking to hire Senior Sales Executive who wish to join an entrepreneurial culture of sales-success and high potential earnings with one of the best commission plans in the B2B SaaS industry. The people, product and sales support are some of the best!

**Role:**

- \* *Can be home-based, ideally based Central or South Germany (flexible)*
- \* *Remote working across DACH, but with frequent collaboration with DACH colleagues*
- \* *New Business, direct sales of the company’s SaaS solutions into the relevant sectors*
- \* *Reports into the Leader of DACH / Northern Europe (based Germany)*
- \* *Manage sales cycles, often complex SaaS deal into large Enterprises*
- \* *Target key high level Business Decision makers such as Marketing and IT, Operations*
- \* *Generate new business across the region*
- \* *Grow a number of large existing accounts*

**Skills Required:**

- \* *Strong direct sales record of B2B SaaS*
- \* *Highly-sales driven, highly competitive, desire to over-achieve sales quotas*
- \* *Will have sold complex B2B SaaS. Open on background but Collaboration, Marketing Automation, Document / Content Management, PPM or other complex solutions*
- \* *Stable record of SaaS Sales success, ideally for a well-known SaaS player*
- \* *Able to manage long sales cycles 6-12 months*

Apply to Ben Watkins, [bew@intrinsicsearch.com](mailto:bew@intrinsicsearch.com)