

“Senior Sales Executive – UKI - A world leading SaaS vendor”

Company Description

Office Location – UK M4 Corridor with flexibility for home working

Opportunity to join a well-funded, established US SaaS firm (1,000+ employees / \$200m) that is growing globally at exceptionally fast rate.

[High-Earning Opportunity! 60% of Sales Team made club trip in 2018!](#)

The proposition is an enterprise class business proposition with modern transformational solution with massive upside for large companies. The client list literally reads like a who’s who of some of the most respected corporations in various vertical markets.

This is a chance to join the UK team and take a critical sales role in the upselling of existing clients. Successful candidates will work with an book of key clients and will drive further new revenues from within those accounts. We are looking to hire Senior Sales Executives who wish to join an entrepreneurial culture of sales-success and high potential earnings, so benefitting from of the best commissions plans in the B2B SaaS industry today.

Role:

- Work with existing UKI clients
- Exceed sales quotas by building new revenue streams and relationship within existing client base
- Develop and deliver world class business presentations
- Manage multiple complex SaaS sales processes
- Precision forecasting of sales pipelines
- Work from modern offices as well as from home
- Keep up to date on the latest sector trends, emerging technology and market in general

Skills Required:

- Proven track record of success in the sale of SaaS
- Demonstrable experience of successfully selling to major accounts
- Hunter mentality.....Within existing accounts
- Broad horizontal sector experience
- A stable well managed career
- Exceptional presentation skills
- A modern up to date SaaS sales profile with strong sales process capability

[Click here to book a call with me to learn more..](#)