



INTRINSIC

EXECUTIVE SEARCH

Job Description

“Heavyweight, Senior Sales Manager, Nordics, Enterprise SaaS Solutions”

To lead the Nordics territory!

*Highly competitive base + commission

High-growth, Series D, \$150m VC backed Enterprise SaaS Firm

Location:

Sweden

Overview:

We are looking for an experienced, big-ticket, heavyweight Enterprise SaaS Sales Executive, the type closing \$500k ++ deals with multinationals, often remote working, with a strong pedigree and sales track record. **Must have sold into the CFOs office.**

Opportunity to join a high-growth, market-leading, 500-person, North American SaaS company, which is looking to significantly scale its UK and European / Global operations. The company has received over \$150m in VC funding, signed up over 2,000 customers and opened up offices across North America, EMEA and APAC. Annual growth is around 50%. The company plans to IPO within the next 3 years. The top Sales Rep is earning over \$1m per year.

Solutions and focus:

The company is a market leader of SaaS solutions sold into the **CFO's office**. The Enterprise solutions can be sold into different verticals, but we are interested in attracting Enterprise Sales Executives who may have sold into the CFO's office in some of the following multinationals: -

- *International Manufacturing firms*
- *Large Services Organisations (Recruitment, PS, Facilities Management)*



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- *Retail*

Responsibilities include:

- Report into the VP Northern Europe
- New business sales of the company's SAAS into the chosen vertical across the Nordics territory
- Drive and close new Enterprise SaaS deals, starting at \$50k ARR (land and expand)
- Work closely with Inside sales, Marketing and Partners to generate leads
- Hit and exceed annual target

Desired Background:

- Strong Enterprise SaaS selling track record
- Experienced in selling to the **CFO's office is a must**
- Big ticket, Enterprise Selling background
- Preference of having solid sales success of closing business within the relevant verticals as listed
- Able to juggle multiple deals at once as you will be expected to close 7+ deals per year
- Strong Nordics contacts
- May have sold Analytics, Banking, Risk/Compliance, Performance Management, Accountancy, Supply Chain Finance, Treasury, ERP, EDI, Procurement, Spend Analysis or other relevant SaaS solutions in the past
- Can work in high growth, fast paced environments

To apply:

Contact Ben Watkins, Intrinsic Executive Search, bew@intrinsicsearch.com

[Click here to set-up a call...](#)