

**“Vice President EMEA, B2B SaaS, Financial Management Software”**

**Office Location – South East UK – EMEA wide location**

This listed North American SaaS business is really riding the wave. Recent revenues surpassed expectations as this rapidly growing global SaaS corporation acquires more companies, builds its global workforce to surpass 2000 people whilst growing a loyal client base to over 10,000 clients.

We are looking to hire an EMEA Vice President of Sales that has taken another SaaS business on a rapid growth trajectory in Europe. The company is looking to treble EMEA revenues over the next 36 months (Circa \$20M current) whilst developing their Mid-Market and Enterprise client base, both of which require a nuanced sales approach. The role will have responsibility for 4 Sales teams, Customer Success, Services and Pre-Sales and are increasing in size constantly so relevant candidates will have worked in a similar high growth environment before.

**Role:**

- Act as the figurehead for the EMEA business
- 10 Direct reports with overall team size in the region of 40, predominately based in the UK but with major focus in the UK and Germany
- Will need to drive aggressive revenue growth targets in line with corporate objectives
- Execution and growth of new and existing revenues in EMEA
- Drive direct and indirect sales channels, pre sales & professional services teams
- Dual focus of Mid-Market and Enterprise markets
- Report to the Chief Revenue Officer in the USA
- Provide strategic and tactical leadership across the entire EMEA sales operation
- Attract, hire, retain and continue to develop a world class SaaS sales team

**Skills Required:**

- A highly ambitious executive that seeks continued progression of their career within the SaaS industry
- Open on SaaS background but must have a B2B, business centric SaaS exposure where the proposition is sold to both high value enterprise as well as volume based Mid-Market accounts
- Ability to continue to self-develop and learn in what is a rapidly evolving business environment
- Will have a proven track record of leading and scaling a SaaS business through rapid revenue and hiring growth
- Understands how to constantly improve the effectiveness of a sales organization and how to continue to enhance sales methodologies and processes, ensuring all sales tools are present to support sales excellence
- A natural sales leader that can read people well, mentor and can hire great talent whilst coaching colleagues to be the best that they can be
- Ability to accurately forecast as well as holding themselves and colleagues accountable
- A warm and friendly personality balanced with professional responsibility and that critical commercial capability required to be successful in such a strategic leadership role
- Exceptional personal presentation and brand with first class communication and presentation skills as required by organizations of this profile

**Apply to Paul French, [paf@intrinsicsearch.com](mailto:paf@intrinsicsearch.com)**