

“Regional Sales Manager, E-Commerce Digital Experience”

Office Location – Metropolitan DC-virtual

Digital Experience Management has zoomed to the forefront amongst Chief Digital Officers as they seek to rapidly incorporate ever larger and more complex media into their online, social and mobile stores. Being able to rapidly introduce new product and update existing while maintaining availability and consistency are paramount. Linkage to marketing has become the key to brand image and driving increased personalization and one to one selling. This is an exceptional opportunity to join the premier provider for the category. It is a dynamic, energized and fast growing 1000 person \$250mm privately held firm. Readily recognized as a leader in Gartner, Forrester and related analyst reports. 5,000+ clients in the Retail, Travel, Retail Financial Services, Airlines, Transport, Gaming, Brand Manufacturing and assorted B2C and B2B verticals they are charting a bold course forward. 90% of sales team ahead of 2019 number, 10% >200%.

My client is seeking to add a seasoned, consultative sales professional, skilled in net new sales of Ecommerce enterprise business applications. They will work from an identified pioneer marketed marketed named account list at various stages of pre-engagement in the Retail, CPG and Brand Manufacturing verticals in the greater VA/MD/DE region.

Role:

- Promote the suite of SaaS Digital Experience solutions directly into IRC 500 and large enterprise
- Lead and plan multi-level multi-disciplinary team presentations
- Impress Chief Digital Officers with your comprehensive knowledge of the eCommerce ecosystem
- Develop relationships with delivery partners. Partner centered firm
- Manage sales process in a highly collaborative environment utilizing consultative/solution selling
- Desire to maximize customer value and experience with the best crafted solutions
- Work well under pressure, and with integrity while maintaining a high standard of professionalism

Skills Required:

- **Strong Direct sales record for net new sales as in, you're true hunter** of commerce related SaaS sales into the Retail merchant, CPG or Brand Manufacturing sector for a smaller firm where you actually had to have meaningful interactions with the marketing, product and services teams that resulted in moving the needle for the whole company.
- Track record of accomplishment in relation to peers,
- Ability to qualify best opportunities among many, and prioritize time and resources towards most productive outcomes
- Able to manage sales cycles 6-12 months, with ACVs of \$200k+
- Ability to drive local partner network with major ISV, Agency and Integrations partners as services are all provided by partners in a service centric sales model
- 6+ years as a consultative sales professional selling enterprise business application to business users

Apply to Darrell Rosenstein, ddr@intrinsic-search.com