Role: Senior Sales / Account Executive – French Market
Location: Paris
Sector: Digital Experience Software

This is a great opportunity to join an established, European Headquartered, but global *"Digital Experience"* Software leader, which has very much an entrepreneurial, high-growth culture.

"The Digital Experience Platform Market" could be worth $13.9 billion by 2024, at a compound annual growth rate of 12% according to a [recent report](#)!,

Company Description:

With around 100 global employees, (50 in France), 1000's of customers (boasting a 98% renewal rate), and a global presence, this is an opportunity to join an ambitious and entrepreneurial sales team, based out of Paris.

Funded by Private Equity, the company has ambitious plans to **scale-up its existing French and European business.**   The responsibilities will include revenue generation from **BOTH** new logos **AND** existing accounts.

The Digital solution is at the heart of Cx but initially technical in nature and Senior Sales Execs whom have sold bespoke solutions into the IT function would be an advantage (business decision makers such as Marketing / Head of Digital are also often involved however).

Responsibilities:

- Report into the EMEA Leader based in Paris
- Mixture of New logo development and Upsell / Cross-sell (60/40%)
- Close new a mixture of high-velocity deals (€60-€80K ACV and larger enterprise contracts ($200K+ ACV) in the French market
- Focus on sectors such as Banking & Insurance, Hospitality, Government and large Brands

- Develop and manage new outbound business relationships and leads generated from inside sales and marketing
- Work closely with the Client Success Team to take ownership of expansion opportunities with existing customers
- Work closely with Pre-Sales and Solution Architects to resolve prospects' technical challenges during the selling process
- Identify and work with existing System Integration partners and Digital Agencies who implement the Digital solutions
- Orchestrate complex sales involving various types of contacts (CxO, IT managers, Business decision makers, external influencers...)

Skills required:

- 7+ years of B2B Software sales experience
- Experience successfully selling a Digital related solution into initially IT
- Experience of working on sales opportunities with SI partners who ultimately deliver the solution
- Experience with a "land-and-expand" sales model
- Ability to have high level technical conversations and build great relationships with highly technical customers
- Excellent oral and written communication and presentation skills
- English, French, plus other languages like Spanish would be useful
- Willingness to travel (up to 25% across France)

Experience selling some of the following technologies:-

- *Web Content Management, Website Development, Portals, eCommerce Platforms, Digital Asset Management, Opensource, Digital Transformation, Enterprise Search Engine, Integration, Dev Tools, Application Development & Document Management*

To apply:

Contact: Ben Watkins, bew@intrinsicsearch.com

(*Also hiring Pre-sales, France, in same team)