

“Senior Enterprise Sales Executive - UK / Northern Europe”

Business Analytics for Retail / eCommerce

An Opportunity to join an entrepreneurial, 55-person Global (offices in USA &UK), B2B SaaS firm with a strong focus on the Retail & Brands vertical.

Based out of their London office, you will be responsible for new business sales of the company’s Data / Business Analytics solutions into the **Retail** sector. The solution analyses Retail data which then provides vital insights to drive improved retail performance.

We are looking for Senior Sales Executive who are perhaps best suited to smaller, emerging, B2B SaaS firms.

Role:

- * Able to work out of the London as and when required*
- * Reports into the SVP Sales EMEA (based London)*
- * Business travel, 1-2 weeks a month*
- * Prospect into the Retail (non-food) and Brand vertical markets*
- * Prospects are mainly in the UK, Sweden, Netherlands and other parts of Europe)*
- * New Business, direct sales of the company’s SaaS solutions into the relevant sectors*
- * Work closely with Customer Success, Marketing, Pre sales and the Leadership team*
- * Manage sales cycles, often complex SaaS deal into large Retailers*
- * Target key high level Business Decision makers such as Omnichannel, eCommerce and Digital*
- * Grow a number of large existing accounts*

Skills Required:

- * Strong, entrepreneurial direct sales record of B2B SaaS selling into Retail markets*
- * Highly-sales driven, highly competitive, desire to over-achieve sales quotas*
- * Will have sold complex B2B SaaS for at least 5 years (Analytics or eCommerce related)*
- * May have sold into the e-commerce or Retail sectors*
- * Stable record of SaaS Sales success, ideally for a well-known SaaS player*
- * Able to manage long sales cycles 6-12 months*
- * Comfortable at C level*

Apply to Ben Watkins, bew@intrinsicsearch.com