



Job Description

“Senior Enterprise Sales, Enterprise Predictive AI SaaS proposition”

Location – Remote Home-Based U.S.

Company Description

This global SaaS business has moved to the leadership Quadrant in Gartner’s latest report the segment. The company is now in full acquisition mode flush with capital from the world-renowned investors behind LinkedIn, FitBit, Box, Mulesoft, Exacttarget and DocuSign. Led by exceptional and entrepreneurial executive team they are experiencing a substantial uptick in competitive wins in B2B manufacturing accounts with 7 figures+ ACV, both as competitive replacement or net new. Now on pace to achieve \$100mm with 24 months. The sales team now has 7 figure earners taking advantage of their generous accelerator plan. The solution is mission critical, and requires enterprise selling to the CxO LBO leadership, involving extended and complex sales cycles. It directly impacts top-line client revenue and necessitates a highly consultative, analytical, and value-based mind set.

Role:

- Sales of enterprise SaaS to CxO leadership for Global 1000 corporations
- Engaging at the highest levels in large industrial corporations such as Process, Chemical, Discrete and Hi-Tec Manufacturing and Distribution firms
- Extensive pre-qualification of new clients often with initial POC’s
- Working and responding to complex RFP and tender documents
- New business sales focus with a lead generation and marketing team supporting the sales process

Skills Required:

- High value enterprise solution sales in software/SaaS either as a Sales Executive or transitioning to sales
- A truly consultative & analytical business savvy executive that can gain trusted advisor status at C level
- Solid experience of corporate negotiation at C level and can engage at the highest levels in large companies
- Exceptional gravitas and presentation and measured both professionally and personally
- An inspirational team player that still wants to develop their skills and share best practices with colleagues

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