

**“Sales Director, Mid-Market EMEA – B2B SaaS”**

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

This listed North American SaaS business is really riding the wave. The proposition is a must buy for companies of all sizes and 2019 was a record-breaking year with recent revenues surpassing expectations meaning it was one of the best performing tech stocks over the last 12 months. 2020 begins with a number of key global hires to support this rapidly growing global SaaS corporation acquire more clients that already numbers 10,000 companies in Mid-Market and Enterprise across multiple market sectors.

We are looking to hire a truly exceptional Sales Director for Mid-Market that has previously held an instrumental role within another SaaS business on a rapid growth trajectory. The company is looking to treble EMEA revenues over the next 36 months and Mid-Market is a critical area of focus and opportunity. The role will have responsibility for a team of circa 14 with the potential to increase in size so candidates will have worked in a similar high growth environment before.

**Role:**

- Take an instrumental and pivotal sales leadership role in what is currently one of the hottest SaaS firms in the market today
- Execution and growth of new business targeting companies of revenues under \$1Billion revenues
- Will need to drive aggressive revenue growth targets in line with corporate objectives
- Report to the Vice President EMEA Sales located in the UK
- Provide strategic & tactical leadership, training, coaching and mentorship for the EMEA Mid-Market Sales team
- Attract, hire, retain and continue to develop a world class SaaS sales team

**Skills Required:**

- Open on SaaS background but must have prior B2B business centric SaaS solutions experience
- Will have a proven track record of leading and scaling a SaaS sales team through rapid revenue and hiring growth in a dynamic and fast-moving environment
- 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
- Data and target driven, skilled in sales “course correction” to ensure that sales targets are achieved
- Ability to accurately forecast as well as holding themselves and colleagues accountable
- A highly ambitious executive that seeks continued progression of their career within the SaaS industry
- A warm and friendly personality, exceptional personal presentation and brand with first class communication and presentation skills

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