

**“Germany – Account Executive, Business Process Automation”**

**Location – Germany – Location is open**

**Company Description**

This VC backed North American Business Process Automation business has a client base that includes nearly 40% of the Fortune 100 and thousands of clients globally including major German and European corporations. The EMEA team is well established now with a team of about 100 people and we are looking to hire a further Sales Executive in Germany to execute on new and existing business in the region. The role will have a new business focus on named accounts as well as including some existing clients.

**Role:**

- Drive new business sales engagements in Germany
- Discover, create, and close new license opportunities
- Build and maintain detailed account profiles and plans
- Work on co selling sales engagements with channel partners
- Horizontal sales approach to large German and international corporations
- Create a “trusted advisor” relationship with prospects
- Ensure customer satisfaction and success
- Actively support and engage in contract negotiations
- Work with partners, Inside sales, services, technical, pre-sales & client success teams

**Skills Required:**

- 5+ years of experience selling high value enterprise solutions
- Ideal experience likely to include BPM, Automation, Integration, Workflow, Case Management or Low Code platforms although we are open to applications from other areas of the software ecosystem
- Experience closing new business enterprise deals
- A proven sales track record of hitting targets and ability to drive new business but with account development capability
- Strong team player, great communication and presentation skills
- Ability and willingness to travel as required in Germany
- Experience of working for VC backed or rapid growth software companies

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

Paul French, Director  
Intrinsic Executive Search - SaaS Headhunters  
Telephone: +44 (0) 7710 308483  
[paf@intrinsicsearch.com](mailto:paf@intrinsicsearch.com)  
[www.intrinsicsearch.com](http://www.intrinsicsearch.com)