

“Managing Director – B2B SaaS”

Office Location – Surrey, UK

This established UK SaaS company is the market leader in their niche and has a loyal global client base that has been built up over 20 years. The company is profitable and grows revenues year on year. The proposition is used to ensure compliance and safety in a global market with implementations already in place in Europe, APAC and the USA. The proposition is perfectly positioned to benefit from a market opportunity that is vast!

This is really a phenomenal opportunity for a hands on, proactive, sales focused and truly entrepreneurial leader from the B2B SaaS space that has a proven track record of scaling a SaaS business before. The new MD will assume the position of overall leader of 22-person business and scale the company globally from an already strong and leading position. They will pay immediate focus to building out a scalable and repeatable sales machine driving cadence and sales process in line with current SaaS sales best practices.

Role:

- Take the commercial leadership position as Managing Director and assume full responsibility for the strategic commercial initiatives of the business
- Quickly design and roll out a sales process methodology drawing upon considerable previous experience of scaling a previous SaaS firm that sells in both Mid-Market and Enterprise
- Build and implement a business plan that delivers the next phase of growth for the company
- Take ownership of the P+L, resources, budgets and headcount
- Work closely with existing Directors and Founder to ensure rapid knowledge transfer and ensure a seamless transfer of responsibility and leadership
- Carefully consider the current business and the plans for future growth and hire exceptional talent
- Constantly assess opportunities for improved efficiencies, new business opportunities and new technologies or other automation that helps to drive growth

Skills Required:

- A hands-on leader with proven track record in a smaller SaaS business and can show that their actions as the commercial leader has driven that growth
- Prior experience in international sales and business development with a specialist & complex B2B SaaS proposition that is sold at senior management level
- Will have revolutionised sales and marketing to deliver growth
- Experience in growing a business with a complicated product to a specialist market
- Experience in leading multi-functional teams
- Sets and communicates targets & goals, measures accomplishments and holds people accountable while providing appropriate and supportive feedback in both directions
- Proactively discovers and develops growth opportunities and relationships with partners, customers & customers
- Ability to constantly improve the effectiveness of the sales organization, ensuring effective knowledge transfer, tools, methodologies and processes are in place to address issues impacting the team’s performance while developing strong processes and strategies to improve sales effectiveness
- General business skills including contract negotiations, finance and people management
- Ability to hire exceptional talent into the business having honed these skills over many years of building teams