

Senior Sales Executive Job Description

Position Description

As a member of the North American team, reporting to the VP Sales, the Senior Sales Executive is responsible for selling our market leading IT Service Management, Asset Management and Organizational Service Management solution to mid- and large-enterprise customers.

The account assignments are geographically territory based. Key accountabilities are to achieve revenue targets each quarter, win new logo business, and develop long term revenue streams from territory customers.

Position Accountability

Achieve revenue targets each quarter by:

- Developing a sales strategy in the assigned territory.
- Building a qualified pipeline through prospection, industry event participation and marketing engagements.
- Effectively communicating with prospects on functional and technical requirements including product configuration/customization, workflow, form design, web services, SaaS infrastructure, etc.
- Providing ongoing account management to ensure customer satisfaction and additional revenue streams.
- Applying a thorough understanding of business practice, industry trends, and the competitive landscape to carry out a repeatable sales process.
- Incorporating functional and technical knowledge of our products and services, the customer, and key competitors into the sales process and using that knowledge to uncover customer needs and create value based solutions.
- Working effectively as an individual while also facilitating the sales opportunity by providing team-on-team leadership and orchestrating the internal and external resources needed to effectively manage the sales process.
- Maintaining accurate and up-to-date information in Salesforce CRM.
- Building trust with others by acting authentically and with integrity.

Position Requirements

- History and ability to provide product demonstrations and configure software tools.
- 5+ years of successful SaaS/cloud sales experience with a high growth B2B software vendor.
- Experience in direct and indirect solution sales.
- Hunter profile focusing on new logo business.
- Knowledge of the IT Service Management and Asset Management market is a preference.
- Bachelor's Degree

Compensation Package

Highly competitive OTE according to experience and profile