

Job Description

“Senior Sales Executive, Retail - High growth Customer Service software solutions provider”

The company is growing at a phenomenal rate and its stock performance has been exceptional in recent months. The market for the proposition is growing rapidly with demand and multiple existing clients in various markets including retail (Online and Offline), Financial Services, Public sector, Utilities and Telecommunications/Media.

Company Description

The company has developed a leading customer services proposition that addresses the needs of large corporations that have call centre or contact centre environments. The company has embarked on a period of global growth to fuel demand for their award winning and market leading proposition.

We are looking to hire a Senior level Sales Executive that has vertical market experience in the **Retail sector**

Role:

- Drive new business sales in the **Retail sector**
- Focus in the UK, Benelux and Scandinavian markets
- Sell high value ROI solutions to key decision makers in large corporations
- Ensure sales target is achieved and overachieved
- Work closely with Pre Sales, Marketing and Professional Services to provide compelling solutions to end user customers

Skills Required:

- Track record of overachievement selling high value enterprise solutions to the **Retail sector**
- Ideally some prior experience in the CRM or related sector
- Other business software application experience also considered
- Vertical market specialisation
- Proven understanding of complex multi level selling within a corporate environment
- Exceptional verbal, written and presentation skills

Apply to Paul French, paf@intrinsicsearch.com