

IT Sales-move up the ladder in new company! Dutch, German & Nordic team starts soon! 60k+

Contributed by Team Scandi-jobs.com

Company: As one of silicon valley's most admired companies our client has developed a suite of technology products and services that over 70% of the Fortune 500 trust. They are now growing their EMEA direct sales operation and have vacancies for a new team of IT sales executives to join them.

Role: Based in their EMEA HQ you will be responsible for managing a team of existing customers as well as developing new business. This role is 30% existing and 70% new business. Inside sales executives are responsible for managing a small suite of customers and working with sales, marketing and country teams to identify, sell and deliver new products and services to. You will be largely telephone based and will have revenue, conversion and renewal targets for your area. Their EMEA sales team sells to UK, Ireland, The Netherlands, Belgium, Germany, Norway, Sweden, Finland & Denmark.

Skills: This is a new team and requires both new and seasoned IT sales executives. The ideal candidates for the senior role will have fluent English plus Dutch, Flemish, German, Norwegian, Swedish, Finnish & Danish. In addition to language skills you will need 3-6 years IT Sales with a top-tier technology company. You should be well versed in IT sales and be accustomed to dealing with senior level buyers in IT, Procurement, Finance and operations. Knowledge of sales lifecycles, renewals, maintenance, and solid closing are a must! Candidates should be "hunter" profiles that enjoy outbound sales and are committed to delivering revenue targets! You should be ready to present and conduct presentations to larger clients in-person and via web-demos.

Gain: If you want to join a new direct sales team where you can move into sales management, team lead and other senior IT sales positions in their new EMEA direct sales team-contact us! Excellent basic salaries plus uncapped commission will attract the best aspiring sales candidates in the industry. €50-60,000 basic plus+