



Our customer, a rapidly growing software as a service (SaaS) company is in search of a Sales Executive to develop and establish business in France. The global company has been growing over 50% p.a., is led by a strong management team, has forged close partnerships with on-demand software industry leaders including Oracle and Salesforce.com, and is backed by strong financial investors who are looking for the company to accelerate its rapid growth and value creation globally.

Enterprise Sales Executive France (m/f) **(Paris)**

Responsibilities:

- This position is territory based, involving direct sales to end user customers.
- Drive sales of the customers solutions and services. Meet sales quota.
- Utilize the customers Value Realization Methodology and salesforce.com to manage sales processes.
- Leverage partners and existing customers in territory to support sales efforts.

Required Capabilities:

- High level of energy, persistence, and strong desire to do whatever it takes to win
- Ability to quickly learn the customers software solution and how this can meet customer needs
- Ability to sell consultatively by listening to customer needs and shaping a shared vision for a solution
- Ability to understand and navigate through complex political environments
- Strong communication and interpersonal skills both internally and externally

Desired Experience:

- 3-13 years experience in frontline business-to-business sales
- Proven ability to meet and exceed a sales quota consistently
- BS/BA from a reputable college or university
- Proven success in selling enterprise software/technology and professional services is helpful
- Experience in business process improvement is helpful

If you are interested in joining the expanding organization, please forward your application and Curriculum Vitae, together with current salary details and information on earliest start date to our HR Consultant Katja Dreyer, k.dreyer@selecteam.de . For further information please contact Katja (+49 89- 61 46 56 34).

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