

Salesforce Director/Sr. Director Sales

Employment Type

Permanent

Base Salary

£ \$200,000 - £ \$225,000

Industry

Salesforce

Description

Who is Hiring?

Our client is a well-known software development company that helps businesses and enterprises in digital transformation. My client's company has found its place among leading players for digital services. They have footprints in many countries and the hunger for growth is still there. They have an exciting position for a high-profile Salesforce Director Sr. Director Sales in their company.

Key Responsibilities

- Identify and sell to decision makers including C-Level executives
- Handle territory management, strategic account planning
- Build strong relationships with sales partner and presales teams
- Gather requirements and propose solutions to customers that deliver business value
- Prepare and deliver client presentations, proposals, and contract negotiation
- Customer solution selling

Requirements

- Experience in customer solution selling
- Ability to identify and sell to decision makers C-Level executives
- Ability to identify requirements and propose solutions to customers
- Prior experience to create and deliver client presentation

Why You Should Not Miss This Opportunity

- Competitive remuneration
- Flexible work schedule
- Opportunity to learn and grow

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Hiring organization

Third Republic

Job Location

1178 Broadway, NY 10001, New York, New York, United States

Valid through

April 30, 2020