

## Director of Sales, EMEA

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Company: TeleSign

Location: United Kingdom

Category: other-general

Telesign connects, protects and proactively defends companies, customers and the digital interactions between them. With powerful AI that delivers identity with speed, accuracy and global reach, we enable Continuous Trust. Empowering companies to transact, communicate and engage with their customers free of fear, Continuous Trust makes the promise of the digital economy possible.

The **Director of Sales, EMEA** is responsible for driving new account acquisition of Telesign solutions to the largest consumer facing brands in the region. This role requires up to 50% travel. The Director of Sales, EMEA will add value by participating in customer meetings and helping the team reach company goals and extending our reach into the market.

They will oversee the EMEA South enterprise sales team and lead in driving deals for new business. The position reports to the VP of EMEA and is based in the UK.

### **Key Responsibilities:**

Consultatively solution-sell the suite of TeleSign services by mapping business challenges with technology solutions

Close net new business with new clients, including some of the largest web properties in the world

Identify key decision makers, approvers, and influencers and develop strategies to increase deal confidence

Lead generation, qualification and opportunity management to contract closure

Partnership with sales development, solution engineering, sales operations, channel/partnerships sales, and more key internal stakeholders

Forecast and pipeline management using CRM tools

### **Essential Requirements**

Minimum of 8 years as a successful seller with at least 3 years of management experience leading a regionally distributed sales team

5+ years in demonstrated sales leadership with proven track-record of consistently exceeding annual team quotas and performance targets

Recent experience developing new sales strategy, ideally with some business development activity and proven success

Ideal candidate will have an understanding and/or experience of information security, SaaS models, identity and authentication, and B2B2C sales models

Experience in selling to core online vertical markets – financial, eCommerce, gaming, social media, and more

Demonstrated ability to build, lead, and manage an enterprise sales team

Ability to articulate complex ideas and strategies

Strong collaboration and communication within departments with like-minded goal of achievement

Attention to detail

Bachelor's Degree or equivalent

Regional language skills a plus; Spanish, Italian or French in addition to English.

### **About Telesign**

Telesign connects and protects online experiences with sophisticated customer identity and engagement solutions. Through APIs that deliver user verification, data insights, and communications we solve today's unique customer challenges by bridging businesses to the complex world of global telecommunications.

Telesign is proud to be an equal opportunity employer. We believe our differences help us create a better workplace, a better product, and a better community. We do not discriminate on the basis of race, color, ancestry, religion, national origin, marital status, pregnancy, sex, sexual orientation, gender, gender identity or expression, age, genetic information, disability, military or veteran status, or any other basis protected by federal, state or local law, ordinance or regulation.

Telesign also participates in E-Verify and will provide the federal government with your Form I-9 information to confirm that you are authorized to work in the U.S.

Telesign is an Affirmative Action Employer and as part of the commitment to AAP, it will seek to ensure affirmative action to provide equality of opportunity in all aspects of employment, and that all personnel activities, such as the recruitment selection, training, compensation, benefits, discipline, promotion, transfer, layoff, and termination processes remain free of illegal discrimination and harassment based on protected characteristics.

#LI-Remote

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