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Enterprise Sales Manager

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Company: Propel London

Location: United Kingdom

Category: other-general

Job Description

THE OPPORTUNITY

You'll work closely with the Founder in owning the sales function – defining strategy, managing the team and driving new business wins with Enterprise and MM organisations globally

In the short/medium-term you'll be a “player-coach” and naturally develop into a pure-leadership Head of/ VP Sales as the team continues to scale

You'll be able to work in a way that suits you – they have a brand new office in London, or you can be mainly remote (it's really up to you!)

You'll benefit from stock, education budgets, yearly away days, flexible working, and many other perks listed in the job spec

The whole team is mission-led, humble, collaborative and they're looking for these same values in a leader!

REQUIRED EXPERIENCE

Enterprise B2B SaaS sales – proven track record

You'll have some management experience

Ideally you'll be comfortable with MEDDPIC sales qualification and approach

Ideally you'll have worked in an earlier stage/ start-up environment and know what it takes to succeed

HR-tech would be an advantage, but not required.

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