

United Kingdom Jobs Expertini®

Enterprise Sales Representative

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Company: SailPoint

Location: United Kingdom

Category: other-general

As the leader in Identity Security, **SailPoint is the leader in identity security for the modern enterprise. Harnessing the power of AI and machine learning** delivering the central control point for risk management for the enterprise. SailPoint continues to grow globally and expanding our global presence creates opportunities for top sales people to become a part of our awesome culture.

We are a Gartner top right, high growth Identity Security SaaS organization: the only company with a multi-tenant, micro services built SaaS IGA solution and **AI and machine learning Identity Security platform**. Organizations don't know what data they have; let alone where it resides and crucially: who/what has access: we help them answer those key questions. Identity security is the central control point for risk management for the enterprise: the easiest way to implement your digital transformation faster and reduce risk.

Our employees voted us "best places to work" – 10 years in a row.

Enterprise Sales Representative

We are seeking an experienced Enterprise Sales Representative, to sell our IGA Solution Suite to \$2-\$5B organizations. Primarily a SaaS offering, our IGA Solution Suite sits at the heart of an organization's enterprise security. The position requires a sales executive who is experienced in navigating multinational accounts, generally at C level. The successful candidate will use their previous experience in SaaS, Cyber-sec or IAM/IGA to negotiate high value contracts across what is generally a lengthy sales cycle.

Using the Challenger sales methodology, quota will be achieved by engaging with approximately 45-50 target customers: typically, there will be a large number of POC's,

BVA's & RFP's as a part of the sales motion. Route to market is selling to end users directly and also leveraging the support of our influential channel partners, including the GSI's, such as Deloitte, PwC, EY, KPMG. Our Sales Executives gain a thorough understanding of prospective client's business and the industry in which they compete, the corresponding IT initiatives, identifying business drivers/needs which the company can help resolve, developing compelling business value propositions for our solutions and ultimately closing business. They will also develop and maintain trusted relationships with senior level decision makers and other key buyers within the named accounts and partners.

The path to success:

In setting the right foundations, you should achieve these milestones during your 1st month with the company.

Established internal network & led interlock meetings with virtual teams & key stakeholders.

Schedule weekly 1:1 meeting cadence with your Manager with TAM review agenda.

Ensure you have a buddy assigned and meet with them at least once a week.

Demonstrate your understanding of financial terms and how we currently measure financial success at SailPoint.

Familiarize yourself with SailPoint's language of acronyms and technical terms so you can actively participate in meetings.

Ask your manager to share the strategic objectives of your department followed by your team's objectives and finally where your role fits in.

Achieved "Bosun" enablement badge.

Continuing to build those foundations you should have achieved these milestones by the end of your 2nd month.

Sorted TAM accounts into Sales priority order and reset/clean pipeline.

Set \$\$ amounts next to all "A" accounts & make introductions with them.

Territory plan developed, presented and signed off by Sales Management

Created a stakeholder map for key partners that are influencers in your "A" accounts and devised approaches to connect with them.

Presented pipeline growth plan to Management.

Demonstrated SFDC hygiene with regular, accurate activity and updates.

Complete the Crew Member Value Proposition Tool and schedule time with your manager to discuss.

Building on the foundations, you should have achieved these milestones by the end of your 3rd month.

Implemented an operating cadence with virtual team (meetings in place with clear purpose)

Developed strategies to approach “A” accounts - presented to Management and approved.

Customers from “A” accounts know who you are – relationship maps in SFDC completed.

Achieved “1st Mate” enablement badge.

By the end of your 4th month, in addition to the attainment and continued development of your first 3 months activities, you will have:

Created Account plans for all ‘A’ accounts.

Created Opportunity plans for all ‘A’ accounts.

Presented forecast for self-generated opportunities & expected time/path to 1st sale.

Shown progress through sales stages for any inbound/inherited opportunities (from 5-40).

Achieved “Sailing Master” enablement badge.

On completing your first successful 6 months at SailPoint, in addition to the previous milestones, you will have:

Achieved strong correlation between engagement rate and all ‘A’ accounts.

Achieved strong correlation between pitch rate and all ‘A’ accounts.

“Quarter Master” enablement badge completed.

“Captain” enablement badge completed (including stand and deliver)

Education:

Preferred but not required: Bachelor's degree or global equivalent in an IT, business or sales related field.

Travel:

Business travel of approximately 50 percent yearly is expected for this position.

SailPoint is an equal opportunity employer and we welcome everyone to our team. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.

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