

# United Kingdom Jobs Expertini®

## Regional Sales Director, UK (Remote, London)

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Company: Grafana Labs

Location: United Kingdom

Category: other-general

We're looking for a **Regional Sales Director, United Kingdom** who will be responsible for leading a team of Account Executives. As the RSD you will be asked to drive revenue growth, retain and attract new talent, and grow your customer base within your assigned territory. You will be recognized as a sales leader throughout the company – setting the tone and pace for your specified region. We are looking for an entrepreneurial sales leader - someone who thrives in a fast-paced, ever-evolving environment. You'll spend your time developing and executing sales strategies, mentoring your team, and strategically partnering with groups across the organization. You will guide your team through a consultative sales approach where you will learn about your prospect's needs and then dive into the potential fit. Your expertise will be critical in helping articulate the value of our products and building strong relationships between the prospect and the Grafana sales team. Ideally, you come from a technical background and have sold visualization, application performance management, or cloud-based tooling before. If you have worked with open-source software before, that's even better. This is a critical hire for the company and you'll be working closely with the rest of the GTM leadership team. We are looking for someone who wants to sign up for that challenge and build something great.

### Responsibilities

Develop and mentor your sales team

Develop a pipeline to help over-achieve revenue targets

Direct sales activities by establishing sales territories, quotas, and goals

Build and maintain an annual sales plan (goals) in support of our organizational strategy and objectives

Meet with prospects and strategize with sales representatives to help close deals

Help the team prepare for QBRs and HBRs

Develop long-term, strategic relationships with key contacts within their account base

Strategically partner with Marketing, Solution Engineers, R&D, Customer Support and other functional teams

## **Requirements**

Must be located in London, UK

Minimum 3 years of leading successful sales teams

Minimum 8 years of successful direct sales experience

Background in technical applications, familiarity with OSS is a big plus

Experience navigating complex sales cycles that can last 2-6 months

Excellent communication (written, oral) and presentation skills (in-person, virtual)

Comfort working closely and building relationships with C-Level executives

Consistent track record in shaping strategic seven-figure deals

MEDDPICC expertise

Experience working with ROI and cost modeling to educate and assist potential buyers

Excellent organizational, prioritization, and time management skills

Unwavering dedication to integrity and professionalism

In the United Kingdom, the OTE compensation range for this role is £300,000 - £320,000.

Actual compensation may vary based on level, experience, and skillset as assessed in the interview process. Benefits include equity, bonus (if applicable) and other benefits listed .

\*Compensation ranges are country specific. If you are applying for this role from a different

location than listed above, your recruiter will discuss your specific market's defined pay range & benefits at the beginning of the process.

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