

United Kingdom Jobs Expertini®

Regional Vice President, NEMEA (Remote, London)

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Company: Grafana Labs

Location: United Kingdom

Category: other-general

We're looking for a **Regional Vice President, Northern Europe** who will be responsible for supporting a team of Regional Directors who lead our Enterprise and Strategic Account Executives. As the RVP you will be asked to drive revenue growth, actively coach existing, and attract new, talent. The RVP holds ultimate responsibility for the region's success, reputation & culture - this senior leader should be experienced in cross-functional engagement, have a natural interest in partnering with other GTM, G&A and R&D leaders - ensuring alignment of the region's success with EMEA & company goals, alike.

We are looking for an entrepreneurial sales leader first and foremost however - someone who thrives in a fast-paced, ever-evolving environment.

Your expertise will be critical in helping articulate the value of our solutions and building strong relationships between the prospect and the Grafana Labs team. This is a critical hire for the company, reporting directly to the Vice President, EMEA and working closely with the rest of the GTM leadership team.

What You Will Be Doing:

Managing a team of Regional Directors across the United Kingdom, BeNeLux & Nordics

Actively fostering an environment of teamwork, transparency, creativity, and continuous improvement

Travel when needed to assist in deal creation and closure, as well as meet any managerial

needs by providing support to your team

Partnering across all of Grafana GTM leadership to ensure a seamless customer experience

What You Bring With You:

3+ years of second line SaaS Sales leadership

Consistent track record of leading teams to exceed quotas and objectives within a fast paced and technical client acquisition driven business

Ability to operate in an entrepreneurial, remote environment

Growth mindset, leading by example & proactively bringing solutions to challenges you identify, backed by data

Be located in United Kingdom

In the United Kingdom, the OTE compensation range for this role is £340,000- £380,000.

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 .

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