

United Kingdom Jobs Expertini®

Senior Sales Executive - GRC

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Company: Wenham Carter Group

Location: United Kingdom

Category: other-general

Are you an experienced GRC SaaS sales hunter who wants more autonomy, a higher salary and the chance to significantly overachieve against quota? Wenham Carter hiring on behalf of a high-growth GRC SaaS Vendor who are seeking a new business-focused sales executive to cover the UK. They have sold to leading companies in the UK, such as Santander and Jaguar Land Rover. In the role, you will receive significant support from Presales, BDRs and Marketing to help you succeed. It is realistic to hit quota by executing on the high-quality in-bound leads you will receive (which will also roll in from other territories such as India, Singapore & Benelux). However, the company is looking for someone with the ambition to develop the market further to receive the accelerators and uncapped commission that comes with overperformance. The sales leader will provide help and guidance where needed, but this role would most suit someone who enjoys working autonomously. Essential experience:

- 3+ years GRC SaaS hunting experience
- Consistent £600k+ ARR sales quota achievement

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