

Recruteur	
Référence	19D1546431374
Titre de l'offre	Sales Executive - Nordics Countries
Description de la mission	<p>Dassault Systèmes EXALEAD enables organizations to gather, align and enrich Big Data—whether internal or external, structured or unstructured, simple or complex—and to deliver that information the way users want to receive it. As an EXALEAD Brand Sales Representative, you will be responsible for selling and articulating the value of our enterprise search and sourcing intelligence solutions within large complex organizations.</p> <p>The challenges ahead</p> <ul style="list-style-type: none"> - Develop a sales Strategy & Vision on the scope of overall assigned accounts, in close collaboration with multiple business stakeholders internally and externally; - Build long term relationships with customers at C-level and business decision makers and manage overall customer satisfaction; - Deliver superior customer service, following up with the customers on a regular basis; - Perform in a team environment and co-ordinate with other departments to achieve targets and maintain high customer satisfaction levels; - Identify and engage appropriate internal and external resources to deliver value to the customer; leverage external Partners (SI, Consultants) & influencers in the Account; - Ensure motivation, discipline execution & leadership of the teams to deliver on plan; - Generate revenue growth across the Manufacturing and High Tech Industries as well as opportunities within other verticals; - Close the sales of software and services; respond to formal tenders and drive successful contract negotiations. - Forecast sales pipeline, meet and consistently exceed quarterly and annual sales target.
Type de contrat	CDI
Télétravail	Non spécifié
Client	Dassault Systèmes
Description de la société	You have dreams? You enjoy a challenge? Here at Dassault Systèmes, we empower people with passion to change the world. Let's open new horizons together with the power of 3DEXPERIENCE virtual universes!
Localisation	Sweden
Pays	Array
Description du profil	<ul style="list-style-type: none"> - 10+ years of experience in an enterprise software sales position with major IT vendors; - Senior experience in selling big data, enterprise search or business analytics solutions; - A successful track record at solution based selling with a proven and demonstrable track record of consistently selling and closing new business; - Hunter & highly driven mindset with the energy, passion and motivation to win new business; - Comfortable in selling complex enterprise solutions into large Industrial customers.
Expérience	Expérimenté (3-10 ans)
Profil	
Secteur	Services aux entreprises autres Services IT & Digital