



First Avenue

Enterprise Sales Executive - NSW & QLD

Sydney, Australia
Permanent

- Work in the HOTTEST SPACE In IT - BIG DATA!
- Join a high performing, collaborative and supportive team
- High Calibre Roster of Customers, Growing Organisation, Great Package

An exciting opportunity for an experienced sales executive has arisen to join a rapidly growing, high performing consultative practice who are considered leaders within their space. Recognized for their outstanding customer service and product offering as evidenced by the sleuth of awards they have attained over the years they are looking at growing their sales team by bringing on board a services sales executive experienced selling ERP solutions into the region.

You will be responsible for developing and managing new business relationships, developing & executing sales plans for your territory and driving the opportunity management process and bid management process for your clients/prospects. You will manage complex, enterprise wide sales-cycles, effectively present the company's value proposition, be proactive in understanding customer needs, the industry's vertical, priorities, challenges, constraints and market trends and develop & implement sales strategies that are revenue and margin target oriented. You will forecast, manage and update your pipeline using Salesforce CRM and develop & deliver presentations to customer and prospects for each phase of the sales process.

To be successful in this role you will have:

- 5 - 7 years direct sales experience selling ERP solutions within the market (SAP or EPM experience would be looked upon favourably)
- Proven ability to sell services to customers at CxO level
- Experience prospecting, driving, orchestrating and closing complex sales cycles
- A 'Can Do' Attitude, be a problem solver who is passionate about results and highly customer focused, be driven, disciplined, a team player with a strong work ethic and detail oriented.
- Excellent communication and presentation skills

If you are looking to join a leader within the BIG DATA space then don't hesitate and APPLY NOW! Or for a confidential discussion please email melissa.margoulis@firstavenuegroup.com.au or give us a call on +61 414 965 486.



“Our talent is finding talent”

www.firstavenuegroup.com.au

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