



# First Avenue

## Director of Sales - ANZ

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**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
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*Join a growing and well recognised leader who are looking for an experienced sales leader*

An exciting opportunity for an experienced sales leader 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 a bringing on board a passionate sales leader who is not afraid to roll up their sleeves and lead by example in chasing sales pursuits themselves.

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+ years sales management experience with direct reports selling software and services within the market (preferable SAP or EIM or EPM arena)
- High performing sales manager with proven track record of consistently exceeding established goals & outcomes
- 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, skilled motivator, entrepreneurial in nature, a team player with a strong work ethic and detail oriented.
- Demonstrated experienced with SAP or SAP ecosystems is highly desirable.
- 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 give us a call on +61 414 965 486.

Or alternatively feel free to DM us directly, drop us an email at [melissa.margoulis@firstavenuegroup.com.au](mailto:melissa.margoulis@firstavenuegroup.com.au) or give us a call on +61 414 965 486 for a confidential discussion in relation to the same



**First Avenue**

**“Our talent is finding talent”**

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