



Job Description – Senior Sales Executive

POSITION RESPONSIBILITIES:

This is a senior level Sales Executive role, which also entails customer, partner, and corporate sales responsibilities. The primary responsibility of the sales role is to enable, drive and elevate FoxT's position and penetration into the allocated Territory. The Sales Executive will be internally and externally focused on FoxT's functional operations in support of customer sales and market requirements. This person will be responsible for driving the implementation of strategic initiatives to accelerate growth in sales in the allocated Territory.

The essential duties of the Sales Executive will be to:

- Coordinate sales and business initiatives and integrate sales processes across the company in the allocated Territory.
- Spearhead the development, communication, and implementation of effective sales growth strategies and processes for FoxT's business.
- Serve as the thought leader for sales of FoxT in the allocated Territory regarding product requirements, selling trends, competitive landscape, marketing programs and communications.
- Facilitate feedback to different areas of FoxT's business regarding client needs, operational needs, business opportunities, and marketing/sales programs.
- Drive the FoxT business in the allocated Territory to achieve and surpass sales and business goals and objectives
- Provide executive level representation at high-stakes meetings with prospects, clients, and technology/channel partners.
- Work closely with Product & Services Marketing: channel feedback on product features and functions, trends, program needs, customer outreach programs and events
- Recommend creative selling techniques based on market and product knowledge
- Assist in developing brand identity and recognition in the allocated Territory
- Participate as a member of FoxT's EMEA Sales Leadership Team, responsible for enlisting FoxT's Executives in support of sales initiatives
- Provide accurate and timely Forecast's using the appropriate Sales Tools and Processes and maintain all relevant information about Customers, Prospects, Campaigns, and Leads.
- Work with Sales Operations & Sales Leadership to ensure business is transacted accurately and within pricing guidelines to the highest ethical standards
- Work with Customers to ensure timely payments against invoices

PROFESSIONAL QUALIFICATIONS

- Degree preferred
- Minimum 5 years Sales Executive experience in the allocated Territory
- Familiar with business strategies, as well as their associated metrics
- Exceptional project management skills and the ability to coordinate and oversee a number of projects concurrently across multiple functional company departments
- Superior communication and interpersonal skills; ability to build relationships at multiple levels to work cross organizationally toward solutions; excellent leadership and consensus building skills
- Influencing and change management skills



In addition:

- Travel: 30% - 40% of the time.
- Reports To: Worldwide VP Sales

Recruiter submissions are not invited