

## Job Specification - Enterprise Sales Executive

**Location:** London/ Winnersh HQ (you will be required to come to the office once a week or as required)

**Job type:** Full time

**Job Title:** Enterprise Sales Executive

**Direct report:** UK Sales Director

### The Company

Artesian is client relationship intelligence service which is changing the way B2B sales people work. We're in the business of saving sales people valuable-time as well as making them look awesome, feel fully prepared and highly credible.

We help you find, engage and retain customers.

Artesian is a privately held, profitable company with around 200 large enterprise customers equating to 30,000 subscribers. Our customer satisfaction is 99.1% and retention rates are running at net positive.

We are a talented team of 40 employees, headquartered in Reading Berkshire, with an aim to double in size in the next two years and we are seeking a sales professional who can help us achieve our growth and retention objectives.

In return we will offer a competitive remuneration and bonus structure, a contributory pension, life insurance and attractive discounted HMRC registered EMI share options.

We also promise to help you develop and grow – we have so much to learn from each other!

Check us out at <http://artesian.co>

### Profile of the role

We are looking for an Enterprise Sales Executive to join the incredibly successful team in the UK.

We are more interested in your attributes, your intellect and your ambition than a track record and collection of Club Trip Awards.

This person will be responsible for developing and managing relationships with key prospects and customers and driving revenue in our major account targets.

In return we offer a great package, realistic OTE and benefits, plus one of the best personal development programs in the industry.

We have world class marketing and pre-sales teams to support prospecting activities and post sales teams to take care of implementation, training and customer success.

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### Key Attributes

- An inquisitive mind
- A fine intellect defined by IQ, EQ and the way you apply yourself
- A willingness to be coached and coach others
- Attentive, personable, diligent and focused
- Analytical, numerate, literate, well read and generally knowledgeable

### Key Responsibilities

- Identify, open and close enterprise deals: new name or upsell existing accounts – ramped target which would be equivalent to £400k ACV target
- Pipeline generate own opportunities to supplement inbound qualified leads (80/20 split)
- Develop needs (company uses SPIN) to drive value
- Accurately forecast quarterly revenue
- Follow a structured deal qualification process (company use MEDDIC)
- Use SPIN and PowerBase selling methodologies in conjunction with MEDDIC
- Work with clients to build a value-based ROI business cases that justify large investments
- Be able to build champions in client and prospect accounts
- Manage senior CXO client/prospect relationships offering value-added, insightful and strategic solutions to maximise ROI
- Manage all types of sales negotiations (complex and straight forward)
- Work with the extended team of pre-sales, CSM, training and others to deliver the best client experience

### About the person

- Degree-educated from a leading University
- 2+ years of enterprise sales experience in B2B software sector, background in BD is a distinct advantage
- A team player, who upholds professional integrity at all times
- Self-starter mentality with strong internal locus of control
- Entrepreneurial spirit or experience of working for a start-up/early stage company
- Inspirational presenter
- Proven track record of success desirable
- Solid understanding of SaaS business
- Understand value sell vs feature sell
- Desire to learn and develop

### Beneficial, but not Essential

- Knowledge of MEDDIC, SPIN and Powerbase
- Experience in using Salesforce