

## 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

**Department:** Sales & Business Development

**Job Title:** Enterprise Sales Executive

**Direct report:** UK Sales Director

### The Company

Artesian is an AI-Powered relationship intelligence service which is changing the way B2B sales people work.

We're in the business of making sales people look awesome and we do that by providing them all of the insight they need to engage with their prospects and clients, in one handy platform.

Already profitable with annual revenues of ~\$6m, 30,000 subscribers and a team of 40 employees spread across three locations, we aim to grow 5-fold in the next 3 years through organic growth, new routes to market and international expansion. Beyond a profitable and healthy balance sheet, we aim to continue to innovate with exciting new products and services.

Artesian have strong financial backers such as Octopus VCs, a senior team that has built & sold successful businesses before and a customer base of 140 large enterprises.

Our customers genuinely love our service, our retention rates are truly impressive and our referral rates are phenomenal.

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.

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 processes 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 Responsibilities

- Identify, open and close enterprise deals: new name or upsell existing accounts - £500k 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)
- Work with clients to build 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

- Ambitious, strong A-player
- Degree-educated from a good university, ideally a business-related degree
- 3+ years of enterprise sales experience in B2B software sector
- 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
- Solid understanding of SaaS business
- Understand value sell vs feature sell
- Desire to learn and develop
- Have presentable, confident and polished appearance

### Beneficial, but not Essential

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