

Sales Executive Manager

Company

CriticalArc has developed an industry leading people, safety and security software product called SafeZone® and has grown from Australian origins to a global company with offices in the US and UK. This hire for the Sales team in the Asia Pacific region is a great opportunity within a rapidly growing business.

Role

You will be reporting directly to the Asia Pacific Sales Director. As a sales hunter, CriticalArc will require you to take ownership of sales goals, demonstrate the product's technical capabilities and answer general technical questions around integrations and the advantages of cloud-based software platforms. The nature of the solution supports specific verticals and your ability to chase down and build an intimate knowledge of a vertical is fundamental in the role. You will be able to leverage existing success stories and various marketing initiatives. Internal product training and support will be provided.

Requirements

- An accomplished sales professional able to demonstrate a track record of over-achieving sales targets
- Superior internal and external stakeholder management skills
- Convert marketing leads and develop your own leads
- Comfortable presenting to larger groups
- Experience selling in large corporate, government, health, or education sector
- Strong track record selling SaaS and complex technology-based services
- Preference given to candidates with sales success in the healthcare industry
- Hands on, driving from the front and directly leading CxO level conversations with customers
- Outstanding strategic thinking, analytical and problem-solving skills
- Attend and present at industry conferences and trade shows
- Manage leads and sales pipeline within the CRM system
- Able to travel across Australia and NZ

Benefits

- Office located outside the CBD (Southern suburb of Sydney)
- Uncapped commission scheme
- Salary base \$90-\$120 (negotiable with experience) + super; \$200,000 OTE (base commission split)
- Reasonable reimbursement for car expenses and mobile phone
- Opportunities for some remote working
- Laptop provided