

eschbach

#employment

ENTERPRISE SAAS SALES EXECUTIVE

**100% Remote - EST
US Offices - Boston
Global HQ - Germany**

more information



Ready for the challenge? Apply now!

Angelika Fuchs – career@eschbach.com

**ENTERPRISE SAAS
SALES EXECUTIVE**

What you'll get

- › Competitive Pay and Commission
- › A full-time job with a comprehensive benefits plan
- › A secure job in a professional environment with friendly and open-minded colleagues
- › Flexible working hours to accommodate private and provide healthy work life balance
- › A high degree of personal responsibility and opportunities for further development and training
- › The opportunity for international travel and work experience with the German headquarters

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Your Tasks

- › Developing and executing sales strategies and plans in order to achieve your sales targets
- › Conducting direct (online and in-person) customer meetings, workshops, and demo sessions
- › Demonstrating and clearly differentiating the product from the competition focusing on our clear and compelling value proposition
- › Driving new product sales
- › Closing opportunities - incl. final contract negotiations (while receiving support from tech, pre-sales and legal side)
- › Forecasting and delivering against substantial revenue targets and achieve the assigned sales volume
- › Identifying new business opportunities and follow-up the defined business opportunities
- › Working with Marketing and Business Developing teams to assist driving lead generation and awareness
- › Supporting channel planning process and forecasting for assigned territory
- › Documenting plans, activities and opportunities accurately in the CRM system

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What we require

- › Eager to close deals within the chemical and pharmaceutical industry
- › 5+ years of sales experience in the SaaS market
- › Proven track record of success driving revenue through discovering, prospecting and creating new business
- › Always looking forward to the next bigger opportunity
- › A talent in attracting new costumers
- › Excellent at written and verbal communication and have strong listening and presentation skills
- › Confident and maintaining a professional behavior in front of our customers (Director, VP, CIO, level)
- › Skilled at working with Fortune 500 companies and internal teams
- › Maintaining a collaborative work approach with US and German colleagues

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Ideal Candidate

To be successful in the role as Enterprise Software Sales Executive you have to be sales-driven and a fast-moving person with a strong customer focus.

You are passionate about creating a value for your customers, which ultimately leads to profitable business for both.

To identify the right decision makers and influencers as well as the courage to ask the right questions is critical to your success.

You have excellent Communication skills - you know what to say and, more importantly, how to say it.

You believe in what we're doing and won't stop at anything to deliver on your goals. You are best at what you do and you know how to get the best out of your colleagues.

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APPLY NOW

We are looking forward to your application.

Eschbach is an equal opportunity workplace and an affirmative action employer.

We are always committed to equal employment opportunities regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status. Discrimination is not welcome on the basis of any other status protected by the laws or regulations in the locations where we work.



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