

Australia Jobs Expertini®

Manager, Mid Market Sales

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Company: Canva

Location: Australia

Category: other-general

Join the team redefining how the world experiences design. Hello, hey, g'day, mabuhay, kia ora, 好, hallo, vítejte! Thanks for stopping by. We know job hunting can be a little time consuming and you're probably keen to find out what's on offer, so we'll get straight to the point. Where and how you can work Our flagship office is in Sydney, Australia, but we've made our way from down under, to a campus in Austin, Texas which is now home to our US operations. What you'd be doing in this role As Canva scales change continues to be part of our DNA. But we like to think that's all part of the fun. So this will give you the flavour of the type of things you'll be working on when you start, but this will likely evolve. At the moment, this role is focused on: Revenue growth: rapidly grow Canva for Enterprise in the North America region, amongst a team of Enterprise AEs, to help hit the company's overall Enterprise revenue aspirations Customer enthusiasm: extend Canva's tradition of high customer satisfaction across teams and continue to prioritize user feedback and excitement as the Canva for Enterprise business accelerates Best-in-class processes, practices, and efficiency: create, educate and refine the team practices, sales playbooks, and KPIs needed for operating as a top SaaS business (including but not limited to): pipeline development, conversion rates, forecasting, hiring, performance management, enablement, training, partnerships, and cross-functional collaboration Hire, motivate, and develop and retain the talent we need to accomplish the above, while focusing daily on coaching best practices to enable internal career mobility where necessary, and possible Come together with an exceptional sales development and operations team alongside the product and marketing dream team ensuring it's the ideal fit for Enterprise customers! Tools we use: Gong, Salesforce,

Outreach, Ironclad, etc You're probably a match if You have a minimum 3 years proven success managing individual sellers in a market-leading SaaS business. Ability to attract, motivate, and manage A+ talent to deliver strong results. You have the ability to prioritize focus of effort and inquiry with an eye to business impact / outcomes You have the ability to communicate complex concepts and insights concisely and with actionable so-what You are an Independent / self-starter who is accessible, approachable, and collaborative You thrive in a fast-paced environment with a bias towards immediate actions and results You have a humility and willingness to question one's own assumptions / desire to constantly improve You have experience and are comfortable forecasting deals from 0-100 on a weekly basis

About the team The mission of the U.S. Sales Lead, Enterprise is to ensure that we have the people and practices in place to share Canva Enterprise with businesses around the world and realize the power Canva enables for groups at scale. He or she will help Canva leadership develop and grow the company's strategy and execution of Enterprise Account Executive goals and drive operational excellence for the day-to-day management of the business. What's in it for you? Achieving our crazy big goals motivates us to work hard - and we do - but you'll experience lots of moments of magic, connectivity and fun woven throughout life at Canva, too. We also offer a range of benefits to set you up for every success in and outside of work. Here's a taste of what's on offer: Equity packages - we want our success to be yours too Health benefits plans to support you and your wellbeing 401(k) retirement plan with company contribution Inclusive parental leave policy that supports all parents & carers An annual Vibe & Thrive allowance to support your wellbeing, social connection, office setup & more Flexible leave options that empower you to be a force for good, take time to recharge and supports you personally Check out lifeatcanva.com for more info. Other stuff to know We make hiring decisions based on your experience, skills and passion, as well as how you can enhance Canva and our culture. When you apply, please tell us the pronouns you use and any reasonable adjustments you may need during the interview process. We celebrate all types of skills and backgrounds at Canva so even if you don't feel like your skills quite match what's listed above - we still want to hear from you! Please note that interviews are conducted virtually.

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