

## SaaS Sales Representative

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Company: SnaPhunt

Location: Australia

Category: other-general

### The Offer

Join a well-funded B2B SaaS startup

Opportunity to drive enterprise sales of Mid-market & Enterprise

Excellent scope for career progression in a global high-growth environment

### The Job

#### You will be responsible for :

Identifying and engaging potential customers in Midmarket and Enterprise segments.

Developing and maintaining a robust sales pipeline through networking and proactive lead generation.

Executing a sales strategy for effective penetration of the Southeast Asian market.

Actively pursuing new business opportunities and building relationships with key decision-makers.

Developing a deep understanding of the Device and SaaS Management Platform.

Providing tailor solutions to meet customer requirements and utilize the MEDDPIC sales framework.

Closing sales deals, exceeding monthly and quarterly targets, and negotiating terms

effectively.

Staying updated on industry trends, competitor activities, and market developments provides valuable insights into refining sales strategies.

Maintaining accurate records of sales activities, leads, and opportunities, and provide regular sales reports and forecasts.

## **The Profile**

You possess a bachelor's degree in Business Administration, or a related field.

You have at least 5 years of experience in B2B Sales within SaaS or IT services-based companies.

You have a stellar track record of success and have achieved superior sales results.

You are a strategic thinker and a problem-solver.

You have proven sales success and a deep understanding of SaaS, IT management solutions, and ITSM. ITAM/SAM and Security Governance and Compliance solution is a plus.

You are highly goal-driven and work well in fast-paced environments

## **The Employer**

Our client is a strongly backed B2B SaaS platform that raised a Series B round of funding. They are expanding in the US and other global markets this year and are looking for a seasoned B2B SaaS Design professional to lead their global product design efforts

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## **Cross References and Citations:**

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