

Australia Jobs Expertini®

Sales Director, Scale

[Apply Now](#)

Company: Braze Inc.

Location: Sydney

Category: other-general

WHAT YOU'LL DO

As the head of the ANZ Sales Scale team, you will drive and deliver the Scale team's revenue goals, partnering closely with sales leadership and other cross-functional heads to accelerate the go-to-market sales motions, increase market share, actively contribute to new initiatives or programs that will lead to pipe and revenue uplifts.

Responsibilities

This is a SaaS Midmarket / Scale (or Commercial) sales leader role, managing a team of Scale Account Executives for Braze's market-leading Customer Engagement platform.

We're looking for someone who is passionate about helping brands communicate more effectively with their customers, building a winning team, and expanding our highly innovative customer base.

The ideal candidate will have at least 3 to 5 years of successful experience leading, and developing a team of Midmarket / Scale sellers in a high-growth, rapidly evolving, and dynamically competitive market.

Your team will focus on the entire lifecycle relationship with their clients, so you should have experience helping them develop and evangelize net-new business, while nurturing and expanding the relationships with their customer base. As a front-line leader whose team addresses the problems of customers across multiple industries, you should have strong business acumen, and help prepare for, and participate directly in, customer-facing engagements.

Your leadership will have a direct impact on the success of our customers, the

development of your team, and the success of Braze.

You will foster the growth of the people on your team with the following:

Inspire the Sales Scale team on agreed priorities and lead them as a player-coach with a no-task is too small for you approach

Mentor and grow existing employees through ongoing coaching and career ladder development so they have clear paths to grow and meet our business demands

What You Have

Minimum of 10 years of proven experience within Sales, preferably in software sales.

At least 3 to 5 years of experience in managing a team of Midmarket / Scale sales executives

A proven ability to recruit, retain, inspire, and develop top talent

Able to work cross-functionally with Marketing, Customer Success, and Sales Operations

Outstanding verbal, written and stand-up presentation skills

Strong technical and business acumen; the ability to engage with multiple customer personas across a wide variety of industries and within both technical and marketing functional roles

Passionate and up-to-date on digital consumer engagements trends in Asia.

Martech experience is preferred but not required.

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. [Sales Director, Scale Studyjobs Jobs SydneyStudyjobs](#) ↗
2. [Sales Director, Scale FilmjobsJobs SydneyFilmjobs](#) ↗
3. [Sales Director, Scale Thecareerjobs Jobs SydneyThecareerjobs](#) ↗

4. Sales Director, Scale ProtectiveservicejobsJobs SydneyProtectiveservicejobs ↗
5. Sales Director, Scale TeachingeducationJobs SydneyTeachingeducation ↗
6. Sales Director, Scale SurgeonjobsJobs SydneySurgeonjobs ↗
7. Sales Director, Scale SupervisorjobsJobs SydneySupervisorjobs ↗
8. Sales Director, Scale MelbournejobsJobs SydneyMelbournejobs ↗
9. Sales Director, Scale Pharmacistjobs Jobs SydneyPharmacistjobs ↗
10. Sales Director, Scale Medicalnursejobs Jobs SydneyMedicalnursejobs ↗
11. Sales Director, Scale Appdeveloperjobs Jobs SydneyAppdeveloperjobs ↗
12. Sales Director, Scale Cinemajobs Jobs SydneyCinemajobs ↗
13. Sales Director, Scale Saopaulojobs Jobs SydneySaopaulojobs ↗
14. Sales Director, Scale Southkoreajobs Jobs SydneySouthkoreajobs ↗
15. Sales Director, Scale Directorjobs Jobs SydneyDirectorjobs ↗
16. Sales Director, Scale CounselorjobsJobs SydneyCounselorjobs ↗
17. Sales Director, Scale Barcelonajobs Jobs SydneyBarcelonajobs ↗
18. Sales Director, Scale Unitedkingdomjobs Jobs SydneyUnitedkingdomjobs ↗
19. Sales director, scale Jobs Sydney ↗
20. AMP Version of Sales director, scale ↗
21. Sales director, scale Sydney Jobs ↗
22. Sales director, scale JobsSydney ↗
23. Sales director, scale Job Search ↗
24. Sales director, scale Search ↗
25. Sales director, scale Find Jobs ↗

Source<https://au.expertini.com/jobs/job/sales-director-scale-sydney-braze-inc--294-240823/>

Generated on: 2024-05-04 by Expertini.Com