

Argentina Jobs Expertini®

Enterprise Sales Executive

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Company: Maven Staffing

Location: Argentina

Category: computer-and-mathematical

MavenSuccess is a leading provider of cutting-edge networking solutions tailored to meet the evolving needs of enterprises worldwide. Our innovative products empower businesses to enhance their network infrastructure, streamline operations, and achieve their strategic objectives efficiently.

Position Overview:

We are seeking a dynamic and experienced Enterprise Sales Executive with a proven track record in selling networking solutions to large enterprises. The ideal candidate will possess a deep understanding of enterprise networking technologies, a strong network of contacts within the industry, and experience with at least one of the following platforms: ZoomInfo, 6sense, SalesLoft, LinkedIn Navigator, Apollo.io, or Outreach.io. Additionally, they should have the ability to effectively communicate the value proposition of our products and services to key stakeholders.

Responsibilities:

Develop and execute strategic sales plans to achieve revenue targets and expand market share within the enterprise segment.

Build and maintain relationships with key decision-makers and influencers within target accounts.

Identify customer needs and provide tailored solutions that address their business challenges and objectives.

Collaborate with internal teams, including product management, marketing, and engineering, to ensure alignment of sales strategies with company objectives.

Stay abreast of industry trends, competitive developments, and market opportunities to inform sales strategies and tactics.

Utilize CRM tools to track sales activities, manage pipeline, and generate accurate forecasts.

Prepare and deliver compelling presentations, proposals, and demonstrations to showcase the value of our solutions to prospective customers.

Negotiate contracts and pricing agreements in accordance with company policies and guidelines.

Requirements

Bachelor's degree in Business Administration, Marketing, or a related field (MBA preferred).

5+ years of experience in enterprise sales, with a focus on networking technologies.

Proven track record of exceeding sales targets and driving revenue growth in a fast-paced, competitive environment.

Strong technical aptitude and understanding of enterprise networking concepts, including but not limited to [specific networking technologies or protocols].

Experience with at least one of the following platforms: ZoomInfo, 6sense, SalesLoft, Apollo.io, LinkedIn Navigator, or Outreach.io.

Excellent communication and interpersonal skills, with the ability to build rapport and credibility with C-level executives and technical stakeholders.

Self-motivated and results-oriented, with a demonstrated ability to work independently and as part of a team.

Experience with CRM software (e.g., Salesforce) and proficiency in Microsoft Office suite

Benefits

Competitive salary and commission structure.

Opportunities for career advancement.

Dynamic and collaborative work environment.

Remote work option available.

Supportive team culture focused on success and growth.

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