OPRAXE
PEOPLE

Software Sales Executives

Australia / Singapore

- ➢ Consultative Sales Executives
- ➢ Become a leader in selling next generation Data/Analytics platform
- ➢ Generous Base + Super + Unlimited Career Potential

We are currently witnessing the increasing use and adoption of Apache Spark technology to achieve high speed data and analytics decisioning, across all industry segments. This increasing demand for this cloud based distributed general-purpose cluster-computing framework is expected to be the key growth driving factor for the analytics market.

On behalf of one of our clients, a leading player in the cloud-based data and analytics field, we are seeking an initial registration of interest with a view to commencing a series of placements.

This role is a consultative individual contributor sales hunter role with 100% of time focused on acquiring new business through a targeted approach to prospects that are looking for guidance as to how they can step into the world of cloud-based analytics. You will use your already established sales skills to attain sales targets through pursuing all relevant sales opportunities from existing networks and by creating new customer relationships. Cross organisation co-ordination with marketing and sales leadership is a given, and you will use all ethical means to develop and then achieve your sales plan.

The successful individual would need to have and draw upon a broad repertoire of skills, knowledge and attributes including:

- ➢ 10+ years' full sales cycle experience
- ➢ Strong experience selling complex enterprise software solutions
- ➢ Good knowledge of enterprise software architecture and technologies
- ➢ Possess the intelligence and aptitude to position the benefits of cloud-based solutions
- ➢ Advanced knowledge of consultative selling including prospecting, qualifying, presenting, trial closing, objection handling and closing
- ➢ A proven track record of meeting or exceeding sales goals
- ➢ Organised and self-motivated while working independently and in team to set and achieve goals
- ➢ High energy with ability to excel in an entrepreneurial, fast paced environment
- ➢ Solid computer knowledge including proficiency with software applications

To register your interest in strict confidence, please click the "Apply Now" button, attaching a resume, quoting **Ref. No. 2019121601.** Alternatively, email **Malcolm Logan** at **mlogan@opraxe-people.com** to either submit your interest.

Connect via LinkedIn: www.linkedin.com/in/opraxemalcolmlogan
Follow us @: https://www.linkedin.com/company/opraxe-international

---

OPRAXE
PEOPLE

About   Current Opportunities   Recent Appointments   Insights & Advice   Client Portal   Contact

SYDNEY: +61 400 190 884

Executive Search and Placement for the Future Enterprise