

METACO

Job Description: Senior Sales - Enterprise SaaS

Senior Sales Executive role for a post Series-A enterprise crypto and digital asset management software company.

The role is a high-profile position at METACO that will have prominent visibility both internally and externally. METACO is entering an exciting phase of growth with the launch of a SaaS offering that requires the development of a highly scalable sales framework leading to a global sales team build out.

About METACO

METACO is the leading provider of security-critical infrastructure enabling financial institutions to enter the digital asset ecosystem. We are trusted by the top financial institutions to offer robust, scalable, and integrated solutions. Our values are Integrity, Quality, Passion - At METACO we put our customers first. We strive to deliver best-in-class products and services that help our clients achieve customer and business success.

Accountable for the following:

- Contribute to sales origination, and execution in the EU and in France, Belgium, Spain, Italy and Luxembourg
- Develop and update periodically a “Go to Market Plan”,
- Drive licensing sales for METACO products,
- Identify new clients / opportunities and develop them using a standard sales process,
- Lead and drive RFI / RFP and Proof of Concept exercises,
- Manage existing clients and activities as well as the pipeline of new opportunities,
- Conduct market research of potential partners and development opportunities
- Adhere to the METACO sales protocol
- Support strategic partners in local and regional events and support joint go to market activities, marketing & PR
- Supporting the VP of Sales in day-to-day business and other ad hoc tasks

Responsibilities include:

- Manage overall the pipeline and forecasts, ensuring timely updates with standardized reporting
- Appropriately leverage company resources, marketing, and senior executives to achieve sales and revenue objectives.
- Engage in “hunter” activities - including cold calls, prospecting, campaigns, and demos in order to build and manage a lead pipeline
- Bring sales opportunities to maturity and close through win-win negotiations
- Regularly engage against defined objectives, business opportunities, and needs of customers.
- where appropriate, directly lead active engagement in negotiating and bringing sales to a successful conclusion.
- Development and support of Account Planning to further understanding of the client’s strategy, development of C-level relationships, and coordination of a high touch

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relationship between METACO executives and the accounts, and issue resolution leadership.

What you bring:

- Experience working in firms that that have transitioned from start up to scale up and are excited about leveraging that experience
- Demonstrated leadership and initiative in successfully building a successful sales franchise from the ground up
- Passion about the intersection of finance and technology
- An understanding of the financial industry and digital assets and the ability to integrate this knowledge into insight-based selling
- Extensive selling experience within the enterprise SaaS software sector
- Well-versed in sales effectiveness techniques and strategies
- The ability to train and educate others
- A focus on delivering results
- Account planning and sales forecasting skills
- Ability to inspire accountability and teamwork
- Excellent collaboration skills
- 5-10 years of successful sales selling software to the financial services industry
- Fluent in English & French is a requirement and other languages such as German would be an asset

Location:

Switzerland