ENTERPRISE SALES MANAGER

THE COMPANY

Cutover is the leading SaaS critical event collaboration and orchestration solution. The company’s roots are in the Space Industry, Olympic Games, Telecommunications and Banking together with the need to reduce the risk and cost of critical events from change to core banking systems to resilience testing of services. The business was launched in 2015 and is an emerging technology company. Annual revenues are already in year 1 £0.5m+ from Tier 1 banks and significantly growing 100% p.a. The firm is well financed with a number of blue chip banking clients.

The goal is to grow 20-fold in the next 4-years through organic growth, new routes to market, international expansion and development of new services. In particular, the business sees huge potential in the banking technology market and the convergence of increasing demand for change, increasing regulation and drivers for increased human / machine orchestration. The business works with a range of clients across Financial Services and we are keen to grow on all fronts but expect to focus on larger enterprise deals in this sector where we are developing a strong track record.

COMPANY OFFERING

Banks process billions of interactions 24 hours a day, seven days a week relying heavily on infrastructure and applications to underpin operations and avoid costly outages. Disruption in the industry requires unprecedented change in this area to underpin improved economics, faster paced delivery of new services. The Industry has focused on the system to system orchestration but the human coordination still relies on skill, spreadsheets and manual coordination. This adds risk, time and cost.

Cutover is the only Enterprise SaaS solution designed to address the complex Human To Human Orchestration processes to underpin safe change and avoid critical service outages. It helps to avoid release regression, increase change capacity and meet the Regulatory requirements.

Every event, no matter how critical, completed manually adds risk and cost to your business. These events happen every week.
THE ROLE

We are looking for an Enterprise Sales professional to join the incredibly successful team here in the UK.

This person wants to make a difference in a startup environment and receive the rewards for this; including a great package, realistic OTE and benefits, plus one of the best personal development processes in the industry.

Key Responsibilities

● Identify, open and close enterprise SaaS deals in new name, or upsell accounts
● Work with clients to build value based business cases that justify large SaaS investments
● Pipeline generate own opportunities to supplement inbound qualified leads
● Contribute to building necessary collateral to support sales
● Develop client needs in order to drive value
● Demonstrate solutions that focus on what the client’s pains are
● Accurately forecast quarterly revenue
● Follow a structured deal qualification process (company use MEDDICC)
● Be able to build champions in client and prospect accounts
● Manage all types of sales negotiations (complex and straight forward)
● Manage senior CxO client/prospect relationships with the highest levels of satisfaction, offering value-added, insightful and strategic solutions to maximise return in their business.
● Understand the benefits of Social in B2B selling & be able to inspire others to follow their lead

About the person

● Degree educated & min. 5+ years of sales experience in a B2B
● Can sell emerging technology versus existing platforms
● A valued team member, who upholds Cutover’s values and professional integrity at all times
● Self-starter mentality who controls their own destiny themselves
● A great developer of people
● Has sold in enterprise level accounts, rather than SMEs
● Inspirational presenter
● The individual is extremely resourceful, able to develop his / her own sales collateral materials and help develop the sales model as needed
● Proven track record of revenue delivered, pipeline generation, developing new opportunities and managing sales pipelines – in a start-up environment
● Proven solid understanding of a SaaS business
● Ability to facilitate broad based learning from their sales experience to help company grow
● Has a deep interest in the technology being sold and in bringing together various customer departments with the appropriate representatives of the company

Beneficial, but not Essential
● Experience of being part of an emerging technology company
● Experience in selling into Financial Services
● Experience of online marketing

WORKING ARRANGEMENTS

● Based in Shoreditch, London
● Full time
● Direct Report: Head of Business Development
● Flexible working
● 25 days holiday

To apply, please fill in the form on our website or send your CV and a brief covering letter to info@cutover.com