

Senior Sales Executive

[Apply Now](#)

Company: Divante

Location: Wrocław

Category: other-general

Want to shape the world of eCommerce with us?

At Divante we know that with the right people on board, anything is possible. The quality, integrity, and commitment of our employees have been key factors in our company's growth and market presence. We're a client-driven organization, looking for motivated, and talented individuals to help us exceed our client's expectations at every turn. We work with market leaders, like SAP, Samsung, Bosch, and many others, who perceive technology as their key component to success. We are looking for an energetic and enthusiastic **Senior Sales Executive** to add to our growing Sales team. Our ideal candidate will be passionate about driving sales of our services, and accountable for growing our business and achieving revenue targets.

Salary: 100-140 PLN/h net + VAT

Joining us as a Senior Sales Executive means:

Client-facing sales lead, involved in the process from opportunity identification and qualification through close

Delivering sales targets to meet or exceed the annual quota

Cross-functional cooperation with colleagues to support the sales process

Being the first point of contact for **multiple service lines** (Development, Design, Marketing) during the sales process

Developing a **deep understanding of our customers'** business, workflows, and pain

points

Identifying opportunities (sole source/up for bid) and bringing them to the internal business (functional) partners, evaluating opportunity alignment with client strategy

Developing and executing **strategic and tactical sales plans** (in conjunction with sales leadership, marketing, and sales support group) to identify and shape new opportunities

Leading the pursuit process, RFP responses, etc

Join us if you have:

Great expertise in **solution or consultative sales** , at least **5+ years**

Proven ability in managing complex sales cycles from start to finish with a track record of successful revenue attainment

Experience in managing simultaneous conversations with an array of stakeholders, internal and external, across long and short sales cycle deals

Experience as a leader in a team-selling environment for mid and large organizations

Proven ability to work well as part of an extended sales team

Experienced with complex pursuit processes, proposal development, and presentations that win new business

Maintain accurate and timely customer, pipeline, and forecast data

Excellent verbal and written communication **skills in English**

It's great if you also have:

First-hand knowledge of eCommerce, or the payment industry, and genuine interest in digital, mobile commerce, and innovation

At least B1+ level verbal and written communication **skills in German**

Familiarity with consultative selling methodologies

A sense of humor and exceptional trivia skills are a plus

[Apply Now](#)

Cross References and Citations:

1. [Senior Sales Executive Gigajob Jobs Wrocław Gigajob ↗](#)
2. [Senior Sales Executive Energyjobs Jobs Wrocław Energyjobs ↗](#)
3. [Senior Sales Executive Fitnessjobs Jobs Wrocław Fitnessjobs ↗](#)
4. [Senior Sales Executive TokyojobsJobs Wrocław Tokyojobs↗](#)
5. [Senior Sales Executive Algeriajobs Jobs Wrocław Algeriajobs ↗](#)
6. [Senior Sales Executive Thejobsearch Jobs Wrocław Thejobsearch ↗](#)
7. [Senior Sales Executive CopenhagenjobsJobs Wrocław Copenhagenjobs↗](#)
8. [Senior Sales Executive Washingtondcjobs Jobs Wrocław Washingtondcjobs ↗](#)
9. [Senior Sales Executive Nzjobs Jobs Wrocław Nzjobs ↗](#)
10. [Senior Sales Executive Istanbuljobs Jobs Wrocław Istanbuljobs ↗](#)
11. [Senior Sales Executive Communityjobs Jobs Wrocław Communityjobs ↗](#)
12. [Senior Sales Executive SocialworkjobsJobs Wrocław Socialworkjobs↗](#)
13. [Senior Sales Executive Appdeveloperjobs Jobs Wrocław Appdeveloperjobs ↗](#)
14. [Senior Sales Executive CraigsjobsJobs Wrocław Craigsjobs↗](#)
15. [Senior Sales Executive TransportationjobsJobs Wrocław Transportationjobs↗](#)
16. [Senior Sales Executive TourismjobsJobs Wrocław Tourismjobs↗](#)
17. [Senior Sales Executive Madridjobs Jobs Wrocław Madridjobs ↗](#)
18. [Senior Sales Executive Physiotherapistjobs Jobs Wrocław Physiotherapistjobs ↗](#)
19. [Senior sales executive Jobs Wrocław ↗](#)
20. [AMP Version of Senior sales executive ↗](#)
21. [Senior sales executive Wrocław Jobs ↗](#)
22. [Senior sales executive JobsWrocław ↗](#)
23. [Senior sales executive Job Search ↗](#)
24. [Senior sales executive Search ↗](#)
25. [Senior sales executive Find Jobs ↗](#)

