Job Description

Job Title: Enterprise New Business Director

Contract Type (Perm/Contract/Temp): Perm

Reports to:Head of New Buyer Sales.

Location: Atlanta

About Us:

We are a secure e-invoicing platform that brings businesses and their suppliers closer together with unique technology that revolutionises invoice processing, maximises efficiency and improves cashflow management. The Tungsten Network also provides users with real-time spend analysis through analytics, and offers access to Early Payment, a form of alternative finance for businesses.

Key Responsibilities:

* Sales Opportunity Development
* Achievement of personal New Buyer quota and other targets and metrics as may be established and modified from time to time
* Meet or overachieve set personal targets (in number of buyer-deals and deal value) whilst adhering to Tungsten’s rules of engagement
* Communicate Tungsten service offerings and roadmap and competitive positioning and the provision of expert consultancy in this area
* Manage a complex, enterprise solution type sale including the RFP process
* Prepare written presentations, reports and price quotations in collaboration with team members, partners, global Tungsten division heads, and Chief Executive Officer
* Lead and close SOW negotiations
* Provide accurate reporting of pipeline and forecast; opportunity administration in Salesforce.com
* Gain support of appropriate internal resources so as to effectively win business (Partner Agreements, Pre-Sales, Program Management, Supplier Services, etc.)
* Work with global partner team to penetrate and build relationships with relevant US partner account/consultant teams
* Work with Product Management on identification of new techniques, methodologies, training, value propositions
* Subject Matter Expert related to the above and involving presentation at industry / analyst conferences and trade events

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Experience and Knowledge:

* Significant client facing and sales experience; proven sales track record
* Excellent written and verbal communication skills
* Shared Service, AP Process or e-Invoicing experience
* Strong negotiation skills
* C-Level interaction
* Ability to manage a pipeline with multiple accounts, team members and partners
* Ability to develop territory plans, from market identification and segmentation, familiar with key industries or Fortune level companies within your territories, knowing key personas within these companies, or knowing how to obtain contact and background information.
* Ability to develop and execute prospecting plans, identifying top companies and reaching out via emails and calls.
* Ability to formulate strategies for market penetration (GTM strategies), execution, and management of these accounts.
* Ability to develop key relationships within these Enterprise accounts, understanding power shifts, knowing friend vs foe, and strategically use these relationships to gain trust and develop champions and coaches.
* Ability to navigate within complex accounts, develop a foothold, and grow relationships.
* Ability to develop and execute Close Plans, and leverage key people within Tungsten Network and the Customers to ensure swift closure to deals.
* Ability to use CRM, and keep the system up to date.

Education:

* Undergraduate degree
* Professional Sales Management and Methodologies, Communication Skills, and Large Account Management courses or programs
* Fluent in English (written and spoken)
* German, French or Spanish an advantage

Systems Knowledge:

* Understanding of P2P process, AP or e-Invoicing
* Understanding of the BPO space
* Understanding of mainstream ERP/Accounting systems
* Understanding of Tungsten solutions and value propositions
* Solution selling
* Knowledgeable of key competitor product offering, strengths & weaknesses; marketplace dynamics a plus
* Familiar with CRM systems, preferably SalesForce.
* Develop a strong understanding of how Tungsten Network creates value, and be able to articulate these values strongly and clearly.

Personality & Attributes:

* Able to work as an individual and within a team
* Self sufficiency
* Direct and honest, respectful of others
* Excellent time management and dispute management skills
* Positive and tenacious
* Able to gather, analyze and document information such as customer feedback, superb at creating practical, commercially viable and effective solutions