

## Regional Sales Manager, North America (Remote)



DWS is an IT services and software provider that is celebrating its 22<sup>nd</sup> year in business. We have a global reach and are headquartered near London, UK. We are looking to further expand our presence in North America by going after and targeting companies that have purchased Oracle Cloud Applications and who wish to move away from manual based testing to automated testing.

DWS is an exceptional Oracle Gold partner. We are recognised as one of the most innovative organizations in the Oracle/JD Edwards ecosystem, delivering unrivalled ROI with solutions for both end users and established partners in this community. Quality is a focus and is reflected in a highly committed workforce whose care and long tenure are prized by the business. We aspire to establish a similar position and recognition within the Oracle Cloud Applications community.

DWS is looking for an experienced and dynamic sales executive to join our highly successful organization. The position is remote based. You will be expected to follow a consultative, solutions-oriented sales cycle to identify, qualify, sell and win net new deals for DWS' SwifTest for Cloud Apps functional test scripting and automation product.

This is a fantastic opportunity for any ambitious and driven sales professional. You will be joining a small team and be expected to make a significant and meaningful contribution. In return, we are offering uncapped rewards.

Employer does not sponsor applicants for employment visa status (e.g., H-1B status).

### **What we expect of you**

- Direct sales position responsible for driving sales in the region.
- Manages and grows revenue and market share to maximize customer satisfaction and achieve company's strategic objectives.
- Achieve revenue targets.
- Develops and maintains relationships to drive revenue growth.
- Develops and delivers against a considered and thorough regional territory plan
- Cultivates customer relationships and ensures effective service delivery to accounts.
- Focuses on customers' satisfaction, knows the customer's business, knows the customer's enterprise software strategy and plans, and develops and maintains a proper network of contacts.
- Supports execution of the sales strategy. Works with and brings in experts/specialists where required.
- Responsible for weekly forecasting and reporting
- Understand customers' diverse, specific business needs and apply knowledge to meet those needs.
- Gather and share market intelligence whilst staying abreast of technology changes and trends that might impact the DWS business.

### **What will make you successful**

- 5+ years of demonstrated successful enterprise software and/or SaaS sales

- Relatively low cost, high value, high volume sales experience
- Have sold to senior level decision makers
- Happy cold-calling to seed and develop opportunities
- Familiarity with what it takes to grow an enterprise software business
- Proven history of meeting and exceeding assigned sales goals and quotas
- Comfortable in working in an entrepreneurial setting
- Structure and discipline
- A focus on winning and closing
- An ability to juggle priorities and coordinate multiple resources and items
- Like using and talking about technology
- Excellent listening skills accompanied by good written and verbal communication
- Not easily discouraged
- Knowing how to be politely persistent

### **Requirements**

- BA/BS degree required
- Cross functional team player, experience collaborating with marketing, engineering, delivery, and support
- Competitive, confident and ambitious with a strong work ethic
- Strong interpersonal, presentation, management and negotiation skills
- Ability to learn quickly
- Knowledge of the enterprise software lifecycle
- Experience selling or implementing one or more major ERPs such as JD Edwards, Microsoft AX, and/or Oracle Cloud
- Experience with sales CRMs such as SugarCRM, Salesforce, NetSuite etc.
- Ideally, experience with selling test automation solutions to Enterprise Accounts
- Sufficient technical knowledge to present and sell technology products and services in a business context
- An excellent listener with value-based sales skills

### **Compensation & Benefits**

DWS will reward you with a strong compensation package. A base salary between \$60,000 - \$80,000 plus an aggressive and uncapped commission/bonus plan. The package will be in the region of \$120k OTE to also include health, paid vacation and holidays. This coupled with the ability to work remote and attain that much sought-after work/life balance.

### **Location**

We expect you to be based on the East Coast (EST time zone) within easy reach of a major Hub airport.

Travel expectations, up to 20%

### **Applying**

Please contact [Joanne.Cook@dws-global.com](mailto:Joanne.Cook@dws-global.com) with your CV and salary requirements.