**Sales Manager – EMEA, Digital Subs**

**Reports to:** Sales Director – EMEA, Digital Subs

**Location:** London and able to be in the office 2-3 days per week. Some international travel will be required.

**WHO ARE WE?**

QA is an upskilling and training SaaS company focused on enabling enterprise customers to transform their business through their tech and marketing workforce skills readiness.

There is an increasing tech and digital skills gap in the market, combined with the difficulty organisations are facing to retain and attract talent, increasing the need for companies to be able to manage and develop critical skills at scale across their global organisation.

We help over 1000 customers visualise, assess, transform and measure their teams’ skills readiness through a unique Skills Intelligence Platform, powered by world class cloud training content. Companies like Warner Media, Deloitte, JP Morgan Chase, Walmart and Coca-Cola trust us to help them achieve their business goals.

We are seeking driven, highly competent, and creative team players to join us on the next phase of our growth story, as we scale our winning products to help even more customers and learners.

**ROLE DESCRIPTION:**

QA is looking for a highly motivated, over-achieving hunter who flourishes in a fast-paced, dynamic and international environment. In this role you will partner with enterprise organisations to solve one of their biggest challenges: upskill, develop and constantly retain their talent.

You will work closely with them to show them how our platform can align with their IT (Cloud Academy) and Marketing (Circus Street) organisations and help them build job roles, career paths and specific programs at scale. Your ability to understand and focus on their problems and speak to them will be critical to build a consultative relationship with your customers and work on solutions that show clear ROIs from day one.

The ideal profile is someone with solid experience and success selling into large, complex enterprise organisations, who has the polish and experience to meet C-level face-to-face and the attitude of a trusted advisor. The Sales Manager will drive sales opportunities from identification to close, plus have the experience and the confidence to manage relations and negotiations in line with the strategic and business priorities of the company.

**RESPONSIBILITIES:**

* Conduct your individual prospecting as well as receive meetings from SDRs and develop/close new sales opportunities for the QA/Cloud Academy/Circus Street solutions
* Create and deliver accurate forecasts
* Sell our content, product and solutions to prospects through product demonstrations, video calls, and face-to-face presentations and workshops at CXO, VP and Director level
* Coordinate and work with extended team members in Product, Content and Marketing
* Collaborate with Customer Success managers to deliver exceptional results that will ultimately lead to more business
* Work closely with Customer Success to ensure world class onboarding and customer satisfaction
* Strategically align with Customer Success and Solutions Engineering to grow/expand existing accounts

**SKILLS & QUALIFICATIONS:**

* On-quota, B2B sales experience – ideally within SaaS
* Proven track record of strategic outreach and sourcing new business accounting for 80+% of your quota attainment
* Previous experience selling business solutions to the e-learning industry is preferred but not mandatory
* Skilled at negotiating business terms with the IT organisation of enterprise organisations and with senior management executives
* History of consistent quota over-achievement in highly competitive markets
* Ability to work in a rapidly expanding and changing environment
* Teamwork and good verbal and written communication skills a must
* Excellent presentation skills and the ability to effectively articulate our solution’s value proposition as part of an overall business solution.
* Good skills with Salesforce and similar tools is preferred
* Advanced user of LinkedIn and professional social networks
* Hands-on attitude, ambitious and passionate
* Great knowledge of the digital space and ability to work with a variety of SaaS tools
* Solid knowledge and familiarity with cloud, software and data (you are familiar with AWS, Azure, GCP, DevOps, Software Development etc) is a strong plus for this role and definitely a big bonus