For our client, a global software solutions and IT services company with a turnover of 200 billion dollars, we are looking for the

Director Sales SRM (m/f/d)

Main tasks:

- Responsibility for SRM in Europe within the global organisation
- Building the business ‘from the scratch’ and helping to shape the success of the SRM solution by helping companies to revolutionise their SRM and thus their procurement process
- Developing a G2M strategy and identifying meaningful partnerships with system houses and integrators
- Building a European team consisting of sales, pre-sales and product managers
- Developing business opportunities in the defined industries and identifying customers to utilise and purchase the SRM solution
- Taking the lead in negotiations and complex technical discussions with customers
- Presenting the SRM solution at marketing events for potential customers
- Liaising closely with potential customers to understand their requirements, plan projects and conduct product demonstrations

Experience/ Knowledge:

- More than five years of experience in SaaS sales in technical sales or pre-sales roles in SCM or SRM including a good network
- Expertise in SRM with a focus on upstream / indirect procurement is a prerequisite
- A mix of technical expertise, industry knowledge and sales quality is ideal
- Good knowledge of supplier management, procurement processes and supply chain dynamics
- Management experience and leadership personality that is action orientated with a focus on clarity and results orientation
- Excellent customer facing skills, including very good communication
- Ability to formulate complex ideas in a simple and understandable way

This is what our client offers you:

- An attractive salary package plus company car
- Management and expansion of a new division at the global market leader with very high management attention
- Flat hierarchies with open communication in a great team

If you are interested in this exciting job opportunity, then please forward your application (CV, reference letters) per Email to Mr. Klaus Mayerhanser. We will treat your application with strict confidentiality.

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