



Cloud Sales Director

Sydney - Australia

- Outstanding Sales Head for Driving Cloud Based Revenue
- High Visibility Solution and Demand
- Generous Commensurate Package + Excellent Earnings Potential >\$350K

Fancy a Sales Leadership role driving our client's cloud-based engagement solution?

Have you done this before? Can you prove it?

On behalf of one of our clients, a leading player in the Cloud based SaaS solution, we are seeking the services of a solid Sales Director for their Australian/NZ operation, based in either Sydney or Melbourne.

Managing a team of high performing account executives, you shall use your 15+ years sales experience to drive recurring and incremental revenue from our fantastic existing customers, and, bring new and exciting customers to the fold. You shall have a proven ability to be a standout in client facing discussions and be decisive and respectful in understanding the client requirements and opportunity to close.

The successful individual would have a broad repertoire of skills, knowledge and attributes including:

- 15+ years Sales experience
- Strong technical exposure to the cloud
- Solid knowledge of enterprise software architecture and technologies
- Product Pre or Post sales experience
- IT Professional Services experience would be desirable
- Possess the intelligence and aptitude to position the benefits of cloud adoption
- Organized and self-motivated while working independently and with team to set and achieve goals
- High energy with Excellent communications skills
- Not scared to speak publicly and passionately about the solution
- Show me more....

To register your interest in strict confidence, please click the "Apply Now" button, attaching a resume, quoting **Ref. No. 2020093010**. Alternatively, email **Malcolm Logan** at mlogan@opraxe-people.com to either submit your interest.

Connect via LinkedIn: www.linkedin.com/in/opraxemalcolmlogan

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