

Enterprise Sales Manager

Title:	Enterprise Sales Manager
Location:	EMEA
Employee Status:	Full Time, Permanent
Salary:	Competitive
Experience Required:	10 years Sales Experience, a minimum of 2 of which will have been performed at Enterprise Level

Founded in Dublin in 2010, iCabbi provides taxi companies with the tools and they need to compete in today's fast-paced world. Our taxi dispatch software powers over 750,000 rides every day in Ireland, the UK, Finland, the USA, and Canada - and we're currently expanding into a number of new markets. We have a vision to put taxi companies at the centre of mobility, and we are on a mission to unite the global taxi industry and transform how they do business. We will do this by building the world's best, data driven, intelligent dispatch platform, supported by open innovation from our partners on the iCabbi Marketplace.

Role:

As a fast-growing technology company at a pivotal point in our evolution we are seeking experienced enterprise sales professionals to take on the challenge of helping the business move to scale.

A self-starter who is no stranger to rolling their sleeves up and creating viable markets in global locations. This role is taking a greenfield site and establishing anchor customers. It requires determination, tenacity and resilience as the ever-competitive landscape will throw up challenges to test you along the way. You will be hungry to succeed and have the audacious experience to do so. We have built a market leading reputation for delivering on business transformation and customer success in our existing markets, the opportunity for the successful candidate will be to replicate that success in new markets knocking on those doors.

We have compelling products and solutions and are well positioned with our existing client base and track record after a number of years to now kick on and maximise the recent investment received from RCI Bank, part of the Renault Nissan Mobility Alliance. We are looking for someone genuinely passionate about sales, technology and customer success. This is an exciting role and will require a track record of success in taking sales to scale in the technology sector. The candidate will report into the Business Development Director.

Responsibilities

- Design and develop new market entry strategies, forecasts and business development plans for target markets
- Articulate and evangelise the vision and value proposition for the iCabbi solution to customers and new markets
- Develop a deep understanding of both the customers and the competitive landscape and stay current with changes and developments in the taxi and mobility space.
- Drive revenue generation through prospecting, qualifying and closing new businesses with mid to large enterprise sized companies in target markets
- Building relationships with high-value prospective customers by learning about their organizational structure, influencers, and decision makers and develop an understanding of their business, the challenges they face, future projects and plans in order to address their needs with iCabbi's multiple solution offering.
- Conduct Product demos, provide insightful technical answers with support for an experienced Product SME, and recommend creative ways to get the most out of our solution to ensure our Customer looks no further.
- Provide regular status updates on opportunities and progress reporting on projects
- Consistently achieve and strive to exceed all KPIs in a competitive environment
- Be a trusted member of the Business Development Team, collaborate with local teams and work collaboratively the Marketing, Operations, Product and R&D teams to ensure your customers are getting what they need to be successful.
- 80% of this role will be travel based due to the new market development required therefore the successful candidate must have the appetite for the mobility of the role.
- Written and verbal proficiency in English is a must with fluency in a second language highly advantageous to specific market regions.

What will you bring to us?

- Taxi industry selling experience, whilst preferable is not essential.
- 5 year+ Enterprise Sales experience essential and a career focussed on sales and customer success
- You have attention to detail, and can operate independently in the field
- You will know how to forecast accurately and manage pipeline, have a proven full sales cycle experience, with a track record in working to and exceeding targets
- You can quickly get to a point where you understand what the taxi market needs, opportunities and challenges are, pitch our solution and product demo accordingly
- You can engage and influence in the C-suite at customer level, and have experience selling using value, total cost of ownership and ROI models to prospects.
- You can execute plans and get things done, efficiently, and in an enthusiastic and self-motivated manner.
- You have great negotiation, networking, and story-telling skills and can be creative, diplomatic and empathetic with customers, co-workers and partners
- You can collaborate and work within your own team, and can engage and influence other teams in a way that helps us reach our goals and build long term relationships
- You can communicate in a way that your ideas will be accepted, you can listen, take feedback and make a decision
- You are perceptive, charismatic, driven, focused, inspiring and motivated
- You have a growth mindset, you can learn new things and come back and show us how to do it better

What will we give to you?

- A very competitive package
- A chance to work with the Global leader in the Taxi Industry, and a potential customer base eager to take our proven business transformation solution
- A challenging mission to help us disrupt and change an industry and deliver on our vision of taxi companies at the center of mobility
- An engaging work environment, where you can set and make progress to meet your objectives and when you do, you will be recognised for it
- An opportunity to gain experience and knowledge in an ever changing mobility space
- Help to develop your career through professional development, further education and training
- A culture and a work environment that will allow you to do your best work
- A supporting team of highly experienced mobility technology professionals.
- A leadership team with a proven track record in delivering success