Enterprise Sales Exec Position

Role Brief

PlatCore is seeking an enterprise software sales executive who will play a fundamental role in achieving our ambitious revenue growth objectives. We are looking for energetic, highly motivated, results driven Sales Executives with a true hunter attitude and a proven ability to exceed sales goals. This career opportunity will allow you to leverage your network and experience in the multiple sectors with channel partners, consultants, vendors, and resellers to source and close transactions with Fortune 2000 companies, higher-education institutions, government, and nonprofit organizations. PlatCore is experiencing explosive growth and offers a generous sales incentive program. If you want to belong and be part of our story, we'd love to hear from you.

Responsibilities

- Acquire minimum of 6 new enterprise customers by end of 2019.
- Partner with lead-gen to source new high-value sales opportunities
- Team with channel partners to build pipeline and close deals
- Maintain and expand your database of prospects
- Act as a voice of the customer with the product and technology teams.
- Put in place people, processes, and sales strategies to scale revenue.
- Build and mentor team to scale into 2019 and beyond.
- Mentor / manage more junior sales team members

Qualifications

- Proven personal impact on sales achievement in recent years with 6 figure enterprise software sales at early stage SaaS companies.
- Understand how to orchestrate large complex, enterprise sales aligning multiple stakeholders, managing procurement processes, and legal hurdles.
- Ability to impress a CFO, CIO or Chief Procurement Officer with your technical and business understanding of PlatCore solutions and how it relates to their business needs and internal enterprise systems (Learning / HR / Compliance / Risk).
- Rolodex of CFO, CIO and/or Chief Procurement Officer at companies with revenue greater than $500m very desirable.
- You have successfully achieved aggressive goals at early stage companies or with early stage products within larger organizations.
- You can bring the initial deals over the finish line without marketing/lead-gen support.
- Intellectually curious and enthusiastic about HR, Learning, & Compliance enterprise software solutions.
- You are comfortable managing uncertainty around early stage product development and early stage company growth.

Nice to Have:

- Experience in LMS software or Ed-Tech

- Experience working with and selling B2B SaaS products
- Experience in start-up environment
- Technical undergrad + MBA

Why You'll Love Working with Us

- Base + Commission + Bonus + Equity
- Startup perks including free snacks prepared by our culinary concierge, meditation room, massage chair, pet friendly, free coffee / beer / snacks / etc.
- 401(k) + funded flex spending accounts
- Gorgeous office space just outside of downtown Denver
- Work remotely as needed
- Open "Take what you need" PTO policy
- 10 paid holidays
- Paid training, team gatherings, etc.

About us

PlatCore is an early stage software company focused on products based on the ServiceNow platform. We are looking for those who want to be part of something and building a company. We are passionate about having a culture worth working in and protecting. Each team member plays a critical part in driving value for our clients, moving our current in-market product AND future products forward, and sharing in the success of PlatCore.

We love people who are passionate about their work, freakishly smart, curious, and have something unique to offer, both professionally and personally. We are driven to make cool stuff that delivers huge value to our clients.

Please contact us at careers@platcore.com.