



Enterprise Sales Manager

Tyne & Wear

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## SaleCycle - What we do

Welcome to the evolving world of Behavioural Marketing! A staggering 98% of website visitors leave a site without hitting that crucial purchase button. Our market leading On-Site & Email Remarketing solutions enable ecommerce marketers to reconnect with consumers who don't convert, reminding them why they came to a site in the first place.

Founded in 2010, we've grown from our North Eastern roots; With our HQ in the UK and offices in the US, France, Singapore and plans for further global growth! SaleCycle powers campaigns for some of the most recognisable brands in the world. Including Ikea, Ralph Lauren and Virgin Atlantic.

We're a passionate company with passionate people and 'Love what you do' firmly rooted in our culture. It's tattooed on the arm of our CEO, visible on our office walls, and present in everything we do. We use the latest tech and innovation to shape our products and deliver results. All of which wouldn't be possible without our people.

# Enterprise Sales Manager – Tyne & Wear

## Role Description

Purpose	Contribute to the success of the business by selling the SaleCycle product into enterprise level brands, ensuring that all prospects are nurtured and engaged with throughout the whole sales process, from negotiation to close.
Belongs within:	Sales Team
Reports to:	Head of Sales, Northern EMEA
Direct Reports:	0

## Responsibilities

- Become an expert in SaleCycle's product in order to effectively deliver product demonstrations to clients on our service, system functionality and next generation features
- Work closely with the Lead Generation Specialists to determine the best approach to selling SaleCycle's products, take ownership of the full sales process within your pipeline, clinching the sale with a consultative approach
- Network and engage with the ecommerce, affiliate marketing and digital industries, maximising all suitable opportunities to promote our business and increase client value
- Collaborate with wider SaleCycle support teams to ensure a seamless experience for your clients
- Leverage existing relations, within partnerships and existing clients, to strengthen the relationship within the brand and increase the likelihood of them joining SaleCycle.
- Through a nurturing approach, build a strong pipeline of the *right* level of brands, negotiating and closing business to benefit our growth, and therefore contributing to our market leader status.

## Requirements

- Have a good awareness of the digital industry along with a knowledge of Software as a Service (SaaS), and come with demonstrable enterprise level, B2B sales success, within a target driven environment
- Are an alluring, persuasive networker, able to influence C-Level decision makers
- Have the organisational skills to balance and prioritise numerous prospects, keeping everyone happy and engaged with our brand
- You have strong but subtle influencing skills with the ability to negotiate and close deals effectively
- You come with a solid and up to date understanding of ecommerce and proven experience of working with major online brands
- You are confident & have excellent interpersonal and presentation skills with the ability to portray a strong professional image. You're comfortable and confident in a sales environment with the tenacity to succeed
- Experience or knowledge of the partnership environment (Affiliate Network, ESP, Agency)

## Benefits:

- Competitive salary and OTE of circa 100% of basic salary (uncapped)
- Contributory Pension Scheme
- Semi-Flexible Working Hours
- Life Insurance
- A relaxing 25 days' annual leave plus Bank Holidays (+ the option to buy/sell 5 days holiday!)
- Does your birthday fall on a weekday? Take it off...it's on the house!
- Free breakfasts, smoothies, ice cream, fruit and sweets
- Free payday cake on us!
- 2 fully paid volunteering days per year

For further information on our business, please visit our website or contact me directly for an informal discussion or any questions.

To apply direct: send your covering letter and CV to [careers@salecycle.com](mailto:careers@salecycle.com)

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**Jonathan Crick**

Internal Recruiter, EMEA

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