

# JOB DESCRIPTION

JOB TITLE:	Director, Sales
DEPARTMENT:	Sales
LOCATION:	North America – various locations
REPORTS TO:	SVP, Sales
RESPONSIBLE FOR:	No direct reports

## ABOUT US

essensys is one of the fastest growing global proptech firms moving rapidly into our next stage of hypergrowth. Established in London in 2006, essensys was created to solve the complex operational, everyday challenges for flexible workspaces, the largest growing segment in the commercial office market.

We believe the office environment of the past is no longer - the staid, the unresponsive and the impersonal – will be replaced with Space-as-a-Service and tech-oriented environment that has already attracted the world's largest enterprise users. Today, flex workspace accounts for less than 2% of the office space market and current growth estimates that will reach 30% by 2030. Traditional landlords need to adapt and have already started doing so, especially in light of COVID. The opportunity is massive.

In 2019, essensys became a publicly traded company on the London Stock Exchange and currently has regional headquarters in London, New York City, and Hong Kong. We have customers across 16 countries.

## WHAT WE DO

We have built the only private cloud network to service the flexible workspace and commercial real estate industry which underpins our SaaS platforms. We simplify the day-to-day management of office buildings and the provisioning of secure wifi, internet and digital infrastructure services to tenants. Our platforms automate key tasks and processes and help flexible workspace providers deliver highly efficient, customer-centric workspace solutions. Our partners include some of the largest landlords and flex operators in the world, as we deliver an end-to-end, scalable solution by leveraging our 15 years of experience and our 100+ team of award-winning developers and engineers.

## ABOUT THE ROLE

The Director, Business Development role at essensys is an excellent opportunity to help the company capitalize and be rewarded on this rapidly expanding target market. This professional will

be responsible for achieving growth in line with the company's goals and developing [major landlord] [flex operator] relationships. The successful candidate will be a highly motivated professional with a strong sales/business development background and a verifiable track record in achieving aggressive growth at a Telecom company, ISP, carrier or network vendor. The role will include but is not limited to:

- Identifying and influencing key decision-makers and stakeholders at the highest levels within accounts, creating awareness and building client relationships
- Conducting proactive sales activities, including needs assessment, proposal presentation, deal negotiation and closure
- Understanding the customer's needs and establishing essensys' product as the best solution that solves the customer's challenges
- Ability to manage complex sales cycles with multiple stakeholders in the decision making process
- Managing sales pipeline to ensure timely and accurate forecasting in Salesforce
- Achievement of Monthly Recurring Revenue figures and KPI targets
- Working closely with the Product, Development and Technical teams to review prospects' requirements and influence our roadmap
- Explaining technical, design and security aspects of our product to prospects by presenting customized demos of essensys' products
- Working with Product and Engineering teams to produce bid documentation and handling technical RFP responses
- Ensuring a seamless customer experience post-conversion
- Working with the broader business development team to increase brand awareness and market visibility

## REQUIRED SKILLS & COMMERCIAL EXPERIENCE

- 7-10+ years proven work experience in a sales/business development role at a Telecom company, ISP, carrier, network vendor, etc....
- Experience building partnerships with landlords, property management firms and facilities managers specifically within the office sector
- Understanding basic network infrastructure language and configuration
- Experience with self-sourcing high-quality leads
- Track record of overachieving sales quotas and metrics
- Experience in customer needs assessment, sales opportunity development, account profiling, and long-term account strategy
- Understand the competitive landscape and client/industry needs and challenges to effectively position our solutions most effectively
- Skilled communicator and presenter, able to convey technical concepts to technical and non-technical audiences

## APTITUDE AND PERSONAL QUALITIES

- Interest in Real Estate, PropTech and SaaS
- , self-starter and someone who does not need to be told what to do but knows what it takes to win
- Detail oriented and analytical
- An entrepreneurial spirit, including a relentless work ethic and high degree of self-motivation
- Ability to excel in a fast-paced, scale-up, hands-on environment
- Strong communicator and a team player
- Commercial mindset with creative problem-solving skillset