

# Senior Sales Executive – Sweden

VirtualWorks ([www.virtualworks.com](http://www.virtualworks.com)) was founded in 2009 and has grown to become one of the leading search companies offering smart knowledge discovery products and search solutions in the Nordics, Europe, and the United States. VirtualWorks' proprietary platform has been developed to include innovative technologies from the fields big data discovery, insight, advanced linguistic analysis and content analytics. VirtualWorks' knowledge, experience and technology lays the solid foundation for global digital workplaces in companies of every industry.

VirtualWorks continues its success story by providing smart search and information retrieval solutions for helping companies of any size realizing the digital transformation and the digital workplace more easily. More than 250 customers in Norway, Sweden and Central Europe already benefit from VirtualWorks' offering: enterprise search, site search, web search, personalized search, and suggest solutions. As of now, VirtualWorks offers data connections to all relevant company data sources, in an easy to install and easy to maintain package, which enables users to find relevant information in a security aware manner more quickly, by leveraging unique linguistic preprocessing and text understanding methods, to make well informed and better founded decisions and getting their job done more efficiently.

We are seeking a Senior Sales Executive to play a key role in increasing revenue by developing effective sales strategies to attract new customers. This position will be based at VirtualWorks' regional office in Stockholm, Sweden and report to the Country Manager.

This Senior Sales Executive's role requires a self-directed, results-oriented sales professional with technical aptitude and strong verbal communication skills and ability to qualify customer's needs, develop new sales opportunities, and optimize existing accounts to increase market share and sales. The successful candidate will play a key role in increasing revenue by managing and negotiating with clients, as well as fielding, generating and qualifying leads.

## Key Responsibilities Include

- Meet personal sales targets in defined territory
- Create and manage a target account list
- Forecast sales, apply both mainstream and "outside the box" sales strategies to meet goals
- Evaluate customer needs and build productive long lasting relationships
- Research accounts, and generate new business and follow through on sales leads
- Attend meetings, sales events, and trainings to keep abreast of the latest developments
- Report and provide feedback to management using key statistical data utilizing corporate CRM system on an ongoing basis
- Maintain and expand client database within your assigned territory
- Collaborate with customers & internal support teams

## Requirements

- 3-5 years of proven solutions sales experience in the B2B space
- Track record of over-achieving target
- Familiarity with different sales techniques and processes, both conventional and "out of the box", including a consultative-based sales approach
- Experience with pipeline management working with CRM systems
- Extensive experience with PowerPoint and other Microsoft Office platform
- Strong communication, negotiation and interpersonal skills
- Ability to collaborate with disparate teams across multiple time zones
- Driven, self-starting, and self-motivated
- Ambitious with a strong desire to succeed in a fast-growing company

VirtualWorks offers a competitive base salary commensurate with experience, a performance-based incentive program on existing and new accounts, travel expense reimbursement, training, and a great team of talented people to support our growth initiatives.

For more inquiries, please contact Simen Kortgaard ([simen.kortgaard@virtualworks.com](mailto:simen.kortgaard@virtualworks.com)).

