

# Qmarkets is looking for a Senior Commercial Manager!

## About the Role

Qmarkets is searching for a highly motivated, flexible, proven technology new sales professional covering territories in EMEA and APAC.

The incumbent has a proven track record as a new Business sales achiever and will continue to do so daily and is ready to take on responsibility for new Business in this varied and diverse geographical sales area.

The Senior Commercial Manager will be major contributor to Qmarkets.net fast-growth success and will drive and close new business via inbound leads as well as outbound networking and client acquisition activities in the Enterprise SaaS Market. Working closely with your Qmarkets internal partners, the incumbent is a member of the Global Solutions sales team. Additionally, the successful incumbent is expected to lead and maintain excellent relations and work closely together with pre-sales and at times with the customer success team.

The Senior Commercial Manager reports to the Regional Sales Leader New Business for EMEA & APAC and is responsible and accountable for achieving sales goals and quotas as well as successfully working on Lead creation, Lead conversion, educating prospects about Qmarkets offerings (on-line presentations and demonstrations), opportunity development, negotiations and the acquisition of new customers/new business from new customers.

The above applies also to recruiting new partners with the clear goal of winning new business from the partners.

As the key contact and the face for Qmarkets.net for new prospects, this sales role will represent our team, culture, and services with integrity, energy, collaboration and intelligence to our prospect customers and partners daily.

## You Will Own...

- Consistently achieve and overachieve quarterly and annual sales quotas through applying a solid and measurable sales process while conducting and managing detailed and professional sales initiatives and relationship building within prospects and the prospect community – or pool.
- Identify stake holders, catalysts, sponsors and connectors within of prospects through effective and agile Lead and Opportunity management activities, networking and meetings.
- Understand the Q-360 Product suite, its benefits, features, functionalities business cases, and industry context to best position our solutions and navigate intelligent sales initiatives and relationships within our leads, opportunities and prospects.

- Use internal communication and CRM tools to increase your personal efficiency and productivity while delivering accurate business and customer information to the business including customer pain points, new business forecasts, new business revenue pipeline and partner revenue pipeline data from within the prospect and potential partner community.
- Manage multiple customer-based stakeholders, shorten sales cycles by applying agile new business methodologies, within the prospect pool as well as being responsible for RFPs as assigned.
- Become a Master in offering competitive solutions and differentiation to focus on customer requirements and outcomes ensuring a constant flow of new business.
- Developing a Lead into an Opportunity, Developing an Opportunity to a new customer.
- Be the key person to build solid commercial relationships and keep the sales process moving forward with all prospects assigned to the Senior Commercial Manager.
- Invest several hours a week to leverage personal networks and business partnerships to generate new leads and opportunities.
- Frequent attendance of Qmarkets or other relevant online events, customer forums, meetings etc.
- As and when needed and approved, travel to and engage with new customers, onsite.
- Collaborate with the rest of the sales team to develop near-term and long-term strategic customer acquisition and shorter sales cycles
- Attend regular sales team calls/meetings as well as with pre-sales, establish strong lines of communication with your team mates as well as with pre-sales.
- Constantly improve communication and relationship with your pre-sales counterparts to create a cohesive selling process and outstanding customer experience
- You will also hold responsibility for new partner recruitment that should be managed with the same enthusiasm, professionalism and effort as a new customer prospect.

## About You

- Bachelor's degree (business administration, finance, economics, computer science, computer information systems) or equivalent combination of education and experience. MBA is a plus
- Skilled in selling techniques within a proven sales process framework (including a methodology for mapping, engaging, and developing account relationships with VP and C-level executives in Fortune 1000 companies.
- Proven experience of at least 6 years selling to the Enterprise and mid-market. Experience in selling Enterprise SaaS – strong advantage.
- A proven track record of consistent sales quota achievement is essential.
- Fluent English on Professional or Mother tongue level is essential. Fluent Business French or German is highly favoured. Other Languages spoken are welcome.
- Innovation Management, Operational Excellence, Enterprise grade SaaS Software, Storage, Security or related Technology sales experience is essential.
- Ability to communicate effectively, in writing and verbally, with both customers and your team colleagues at all levels.
- Ability to work independently and as part of a remote team and also lead a remote team
- Solid level of technology, spreadsheet, PowerPoint, MS Teams and CRM utilization
- Devotion to continual personal sales development, customer service, and follow-up and Partner -as well as new customer acquisition - Management.

- Ability to work in a start-up culture where resourcefulness and creativity is rewarded.
- Ability to be flexible and work in a rapidly changing environment is required. The ability to work with a variety of internal groups in various time-zones is essential. This job offers a lot of flexibility – but this job is also not a 9-5 job.
- Experience in effectively communicating key technical concepts to both technical and non-technical audiences
- Must be a highly effective and motivated sales professional; a self-starter, an entrepreneur at heart and have excellent team, organisational and time-management skills
- A high EQ (emotional intelligence) and CQ (cultural intelligence)

## About Qmarkets

At Qmarkets.net we recognise that success comes from delighting our customers. We believe in being lean – in constantly building, measuring, and learning in all aspects of our business. We truly value people. Qmarkets.net offers compelling compensation packages, benefits, and equity for employees. Qmarkets.net is focused on building a workforce that is diverse and inclusive. If you're excited about this role, but do not meet all of the qualifications listed above, we encourage you to apply. We review all applications. Qmarkets.net is an Equal Opportunity Employer and considers applicants for employment without regard to race, color, religion, sex, orientation, national origin, age, disability, genetics or any other basis forbidden under federal, provincial, or local law. Qmarkets.net is committed to fostering a welcoming, accessible, respectful and inclusive environment ensuring equal access and participation for people with disabilities. At Qmarkets we have fun being agile. Combining our Growth with an outstanding customer Experience is what we do and stand for – and therefore this position is an essential role for us to recruit.

Apply Here: [hr@qmarkets.net](mailto:hr@qmarkets.net)