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## Corporate Sales Executive - UK and Netherlands

Location: **Amsterdam**

Job Code: **4240 (Q3)**

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### Description

Find out what all the excitement's about. Join WebEx—the hottest Cisco product line!

Take full advantage of the opportunities available in a fast-paced start up environment. And reap the benefits of a Fortune 100 company that's considered one of the Best Big Companies to Work For.

Capitalize on your passion and product knowledge to deliver the #1 web meeting experience worldwide. Connect your customers to the collaboration solutions they need to work smarter.

### Description:

WebEx EMEA (headquartered in Amsterdam) is hiring for Corporate Sales Executives selling into the Benelux, German, French, UK and Scandinavian markets. This individual will be responsible for driving direct sales into new accounts.

### Overall Responsibilities:

- Generate sales opportunities by identifying appropriate business targets, secure high-level appointments, execute a strategic sales process, and manage the prospect to close
- Work effectively within assigned Territory, Geography, Region or Named Accounts base to maximize sales potential
- Conduct online sales presentations and generate new accounts
- Generate a sales pipeline, qualify opportunities, and accurately forecast pipeline
- Ensure handoff of engagements to operational/technical teams, develop custom client marketing information, provide ongoing customer service as needed
- Negotiate terms of business with clients to achieve win/win results that provide the basis for strong ongoing relationships and increased revenue
- Responsible for set revenue expectations and achievements
- Work with Sales Development/Inside Sales team to transition leads to sales

### Desired Qualifications & Experience:

- Minimum 3 years of sales experience in a software or high-tech environment
- Aggressive "hunting" skills with a proven track record for prospecting and closing new business
- Experience developing and maintaining a geographic territory
- Strong record of success through consistently exceeding sales targets
- Ability to thrive in a fast-paced, dynamic international environment
- Excellent communication and phone skills
- Detail oriented with strong follow up skills
- BS in Business Administration or equivalent education and relevant experience

- **Native speaker of English or Dutch or French or Scandinavian languages, additional fluency in other languages is a big plus. English speaking and writing skills must be in any case excellent**

**WebEx offers the right candidate an excellent remuneration package and the opportunity for career growth in the expanding Software as a Service sector.**

**If you are interested and meet the requirements, please apply directly or email your CV and a motivation letter (quoting the name of the position in the email subject) to:**

**Celia Goudsmit, Recruiter EMEA at  
[emearecruitment@webex.com](mailto:emearecruitment@webex.com)**