
Corporate Upsell Sales Executive - Netherlands

Location: **Amsterdam**

Job Code: **NEP**

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 Upsell Sales Executives selling into the EMEA markets. The Corporate Upsell Sales Representatives are responsible for growing sales to current WebEx customers. This position is geared towards individuals who are energetic, driven, goal oriented, and customer focused.

This position requires active management of the post sales cycle including mining accounts for opportunities, developing new relationships with C-level individuals, negotiating contracts and closing business by expanding existing services, cross selling, and/or adding new services. Aggressive "hunting" and "farming" attributes are required for this position as is a proven track record in closing new business while growing existing named accounts.

Overall Responsibilities:

- Expand current services and sell new services to a named list of current WebEx customers
- Build and manage a pipeline while continually generating new sales in existing accounts
- Identify customers critical business issues and provide a tailored solution to address them
- Conduct online sales presentations and send out customized proposals to prospects
- Meet and exceed quarterly quota
- Forecast sales activity, input new information and maintain customers in CRM System Work closely with Marketing and Client Services Group to ensure rapid and widespread adoption of WebEx' services

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 French, English or Dutch languages, additional fluency in other languages is a big plus, English speaking and writing skills must be always excellent as well**

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 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**