

VP Sales, Nordics

Sales Denmark

Who You Are:

You are a creative problem solver who has excellent stakeholder management skills and are used to engaging with senior decision makers. You have a real passion for sales, are focused on new business and consistently overachieve.

You are technology savvy, have excellent analytical and problem-solving skills, strategic thinking, uncompromising work ethics and business results orientation. You have excellent communication and negotiation skills, and are excited to work at a startup where you will have a chance to compete head-to-head with industry giants.

You share BlackSwan's™ commitment to winning.

Who We Are:

BlackSwanTechnologies.ai is a uniquely positioned as Enterprise data science and Intelligence insights product company. In our primary application, we offer enterprise level AI empowered Business Applications to the data intensive organisations. We are currently releasing the world's first Cloud AI Operating System (CAIOS) and a Digital Transformation platform (ELEMENT), which, without much fuss, are already serving some of the world's™ leading financial institutions. Our advantage is an unbelievable blend of human assets, science, engineering, and SaaS capabilities that align very well with a starved industry.

To help you succeed, we provide a supportive environment that fosters collaboration between teams and team members, where learning and professional growth is considered a key part of your success, and of ours. We offer a flexible work environment with a family-friendly work-life balance.

What A Great Candidate Looks Like:

- Pure big ticket hunter

- 10+ years of proven Enterprise sales success to multiple industries- FS, Pharma, Energy, Retail, entertainment etc

- Proven track record in leading complex, CXO/Board, \$MM enterprise level sales engagements that drive growth goals with long sales cycles

- Proven knowledge of Enterprise SaaS sales model

- Strong technical acumen and project management skills coupled with analytic expertise in revenue forecasting, business planning, and pricing

- High integrity and very strong network into Global 2000

- Strong network and access to consultancies and Management Consultancies

- Build buying constituencies in target accounts to identify decision-makers and detail org structures of stakeholders on the client side

- Ability to take charge, lead complex cross functional efforts, navigate ambiguity, and overcome obstacles to deliver results and exceed targets

- Outstanding presentation, communication, rapport building, and listening skills with effective closing techniques to successfully navigate engagements

- Prior success selling into large, complex environments with multiple decision makers at many levels with the ability to sell on a "needs" basis

Provide meaningful feedback to support teams, leadership, product, and R&D
Ability to travel and collaborate globally across geographies and cultures

The opportunity we offer:

BlackSwanTechnologies.ai is seeking a Sales Executive, who will develop and execute sales strategies to ensure revenue goals are met. The sales executive will take the organizational value proposition and lead growth into select markets, accounts and geographies. This is a fast paced role advising customers on their digital transformation journey. The Sales executive will be required to develop and maintain relationships with key executives of both prospects and clients, take an organized and data driven approach to opportunity mapping as well as measuring productivity and revenue forecasting along with chronicling every aspect of the relationship end-to-end. The sales executive will partner throughout the organization and evangelize a true sales culture including proposal creation, building commercial strategies and negotiations.

The sales executive will manage client relationships from the early stages of the sales process through post-sales setup and integration, owning the opportunity pursuing and developing it. To that end the sales executive must be well informed of BlackSwans' unique offering and be able to position the company in the marketplace vis-À-vis competitors.

Who We Are:

BlackSwan Technologies is reinventing enterprise software through Agile Intelligence for the Enterprise – a fusion of data, artificial intelligence, and cloud technologies that provides unparalleled business value. Our multi-tiered enterprise offerings include the award-winning platform-as-a-service, ELEMENT, which enables organizations to build enterprise AI applications at scale for any domain quickly and at a fraction of the cost of alternatives. BlackSwan and its global partners also provide industry-proven applications that are ready-made and fully customisable for rapid ROI. These offerings are generating billions of dollars in economic value through digital transformation at renowned global brands. The private company maintains gravity centers in the UK, Europe, Israel, the US, and Sri Lanka.
www.blackswantechnologies.ai

Equal Opportunities:

At BlackSwan Technologies, we prioritize diversity. We celebrate difference and embed it into every aspect of our workplace, from our community to our product. BlackSwan Technologies is proud and committed to providing equal opportunity employment to all individuals regardless of race, color, religion, sex, sexual orientation, citizenship, national origin, disability, Veteran status, or any other characteristic protected by law. In addition, BlackSwan Technologies will accommodate individuals with disabilities or a special need.

Apply