

Datadobi – Senior Sales Executive Northeast (Boston, NY, Philadelphia)

Senior Sales Executive Northeast

The Senior Sales Executive is responsible for selling and presenting Datadobi products and services to current and net-new prospective enterprise accounts. Datadobi is the global leader in providing unstructured data management and mobility solutions to global enterprises across all industries.

Responsibilities include:

Account and Customer Relationship Management

- Serve as the end-to-end account owner, managing sales of software licenses and establish a trusted relationship with the customer and partners.
- Develop and execute strategic account plans to ensure sustainable growth and achieve/exceed revenue targets.
- Gain a comprehensive understanding of each customer's technology landscape, strategic goals, and competitive environment.
- Proven experience selling/consulting to Vice President / Director of IT, including the ability to present at the highest executive levels.
- Demand Generation, Pipeline, and Opportunity Management
- Strategic Territory Management: Develop and execute a strategic plan to maximize sales opportunities across your assigned territory.
- Maintain pipeline management, ensuring a healthy and advancing sales funnel.
- Utilize Datadobi's solutions to effectively address customer needs.
- Collaborate with partners and alliances to expand market share and develop opportunities.

Sales Excellence

- Needs Assessment & Consultative Selling: Identify client pain points, particularly in data storage, management, migration, and analysis, recommending tailored solutions that deliver measurable business impact.
- Product & Solution Mastery: Attain in-depth knowledge of our suite of complex software and IT solutions, clearly conveying value propositions and customizing presentations to client-specific challenges.
- Conduct White Space analysis to identify and execute up-sell and cross-sell opportunities within existing accounts.
- Engage and deploy appropriate internal teams to ensure successful sales outcomes
- Stay informed about Datadobi's competition and position Datadobi solutions effectively against them.
- Maintain timely, accurate customer and pipeline information within CRM systems.

Collaborate with internal resources

- Leverage internal resources - remote and cross-functional - including marketing, inside sales, other sales team members, and customer success, to drive demand and manage opportunities to align with the customer's strategic objectives.
- Ensure that Datadobi internal staff and partners are well-prepared and strategically positioned for all customer interactions.

The successful candidate's required skills and experience:

- Track record of closing sales in large enterprises (top 2000).
- A proven track record in building a sales team during a rapid growth phase in a software company.
- Helpful to have senior level contacts within the storage vendors, added value resellers, system integrators, Hyperscalers, and large enterprises.
- Experience of working with partners and a track record of collecting, tracking, and analyzing data.
- Travel for in-person meetings with customers and partners and to develop key relationships.
- Previous experience of working with European companies is helpful.

What You Bring

- 8+ years of experience in sales of complex business software/IT solutions; experience with data storage, management, migration and analysis a plus.
- Proven success in business application software sales and leading team-selling environments.
- Track record of closing sales in large enterprises (top 2000).
- Helpful to have senior level contacts within the storage vendors, added value resellers, system integrators, Hyperscalers, and large enterprises.
- Demonstrated ability to handle large complex transactions in a fast-paced, competitive market.
- Strong negotiation skills and experience in renewals, expansions, and up-sells of subscription-based solutions.
- Proficient in written and verbal communication, with the capability to create and deliver compelling high-end customized PowerPoint presentations.

Soft Skills

- Strategic thinking with a high degree of creativity and innovation.
- Strong executive presence and results-driven mindset.
- Ability to work across multiple teams within a matrix organization.
- Resilience: Ability to stay focused and composed in the face of challenges, and to persevere in achieving goals despite obstacles or setbacks. Demonstrated ability to adapt and thrive in a dynamic and complex environment.
- Comfort with ambiguity: Ability to navigate and excel in uncertain and complex situations. Skilled in helping customers understand various options, as well as the respective advantages and disadvantages, to support them in making informed decisions aligned with their unique needs.

Why work for us:

Datadobi is the global leader in unstructured data management, bringing order to heterogeneous

unstructured storage and hybrid-cloud environments via our StorageMAP platform. Our software delivers enterprises with actionable insights into billions of unstructured data to enable business-critical decisions around getting data ready for GenAI, resource optimization, data portability, operational efficiency, and resilience.

Headquartered in the medieval town of Leuven, Belgium, across the canal from the world's largest brewer (Anheuser-Busch InBev who make Stella Artois), Datadobi is a global company with offices in the US, UK, Germany, and Australia. Our agile, high-energy culture rewards top performance and the contributions of those passionate about our collective growth and success as we continue to build the world's most powerful, comprehensive, and real-world proven unstructured data management platform.

What we offer:

The successful candidate will receive a competitive remuneration package commensurate with their skills and experience.

<https://datadobi.com/>