



Enterprise Sales Manager – Sweden

ayfie is growing rapidly and we are looking to expand our Nordic salesforce. Our Nordic team is a successful, driven and ambitious family, and we are on the lookout for a driven and experienced Enterprise Sales Manager to join our team in Stockholm. As our next hire, you have a measurable track record in building, managing and delivering high performing sales results within Enterprise Customers across Sweden. You will play a key role in driving a significant share of revenue for the ayfie Enterprise Sales team. This will be an individual contributor role and you will have a high focus on developing new business.

ayfie provides products for eDiscovery, media, compliance and search across multiple industries and geographies. The high-end language processing technologies developed by ayfie are based on more than 30 years of research in linguistics, computational linguistics and computer science. Using these technologies, ayfie has created a unique text analytics platform, ranging from forensics research to automated prediction based on unstructured text data. ayfie is a subsidiary of ayfie Group located in Oslo.

Key Responsibilities Include:

- Consistently deliver bold license, support and service revenue targets – commitment to the number and to deadlines
- Named Account penetration, account planning and opportunity management
- Negotiate favorable pricing and business terms with large private and public organizations by selling value and ROI
- Work with partners for maximum effectiveness
- Use our sales methodology and processes effectively
- Understand how to leverage both international and domestic colleagues to expand deal size and value to the customer
- Good corporate citizen – two-way flow of relevant and timely information; work as a team for the most efficient use and deployment of resources
- Provide timely and insightful input back to other corporate functions, particularly product management and marketing

Requirements:

- 8+ years direct selling experience in Sweden
- Ability to grow and scale upward with the company; first line management experience a plus
- Comfortable working with C-level counterparts
- Comfortable closing six and seven figure software licensing deals
- Strong executive presence
- Forecasting commitment and forecasting accuracy
- Exceptional management, interpersonal, written and presentation skills
- Thrives in a fast-paced, high growth, rapidly changing environment
- Able to work independently and remotely from other members of your team and corporate
- Relevant software industry experience in any of the following:
 - *Big data*
 - *Text-analytics and analysis*
 - *Enterprise Search*
 - *Enterprise or infrastructure management*
 - *SaaS*
- Familiar with CRM systems (Hubspot) extensively
- Native Swedish and fluent English

If this sounds like a good fit, please contact Simen Kortgaard on simen.kortgaard@ayfie.com