



Senior Enterprise Sales – North America

ayfie is growing rapidly and we are looking to expand our North American salesforce. Our US team is a successful, driven and ambitious family, and we are on the lookout for a driven and experienced Senior Enterprise Sales Representative to join our team in Washington D.C. or New York City. As our next hire, you have a measurable track record in building, managing and delivering high performing sales results within Enterprise Accounts in North America. 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 market-leading search and text analytics solutions for legal, compliance, finance, healthcare and media that are based on more than 30 years of research and experience in linguistics, computational linguistics and computer science. Using this knowledge, ayfie has created a unique platform that combines best-in-class search technology with an innovative text analytics engine to deliver efficiency and better insights to businesses in all industries in European and American markets.

Key Responsibilities Include:

- Consistently deliver aggressive 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 the US.
- 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
- Thrive 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

If this sounds like a good fit, please contact Dennis Mulcahy at dennis.mulcahy@ayfie.com