

Sales Director

Ref: ING316

Location: Flexible

Position Type: Full time/Permanent

PURPOSE OF JOB: The Sales Director at Ingenta will be responsible for driving revenue growth by building and managing a quality sales pipeline for our software products. This role requires a dynamic, commercially minded individual with a drive to complete deals and the ability to build strong relationships both internally and externally. The Sales Director will focus on specific software products, including SaaS-based solutions, IP management solutions, and content distribution websites, with a global reach.

KEY RESPONSIBILITIES:

- Develop and execute sales strategies to achieve revenue targets.
- Build and manage a quality sales pipeline.
- Collaborate with the wider business to support proposal writing and closing deals.
- Work closely with the marketing team to align sales and marketing efforts.
- Maintain and update CRM systems (Zoho, Jira) with accurate sales data.
- Provide leadership and guidance to junior sales team members.

MAIN/CORE TASKS:

- Identify and engage with potential clients through cold outreach, qualifying leads, and booking demo meetings.
- Conduct sales presentations and product demonstrations to prospective clients.
- Negotiate contracts and close sales deals.
- Monitor and report on sales performance and pipeline status.
- Stay up to date with industry trends and competitor activities.
- Participate in industry events and conferences to promote Ingenta's products.

KEY TECHNICAL SKILLS SUMMARY:

- Proven experience in SaaS sales, preferably within the publishing industry.
- Strong understanding of software sales cycles and subscription-based sales models.
- Excellent communication and negotiation skills.
- Proficiency in using CRM systems (Zoho, Jira).
- Ability to work independently and as part of a collaborative team.
- Strong problem-solving and analytical skills.
- Ability to travel as needed for client meetings and industry events.

If you are interested in this exciting role please forward your résumé and current salary requirements to recruitment@ingenta.com **quoting job reference ING316.**

Ingenta is an Equal Opportunity Employer (EOE).

About Ingenta

Ingenta is a publicly listed and independent company with a 40-year history of creating and providing reliable software products and services and over 30 years running rights royalty management that can support any industry.

Ingenta's mission is to be a strategic partner in providing functionally superior solutions that allow companies to operate effectively and securely while being able to take advantage of technical advancements in a controlled way. The company works with all sectors but specializes in the trade, scholarly, academic, and educational areas.

Our employees are full time staff members that are highly experienced professionals who are passionate about their field and located in your regions. Ingenta has been here from the beginning, so we know exactly what it takes to operate your business online. Take advantage of our experience and knowledge to unlock your tomorrow today.

