

Mid-Sized Enterprise Sales Champion – Digital Enterprise Services Job ID: A014

Job Description

Responsible for nurturing new business prospects and executing all deal closure activities to achieve revenue targets for Sucoso's digital enterprise service offerings in mid-sized enterprise segment.

Roles and Responsibilities:

- **Sales Execution:**
 - Develop new business relationships into viable business opportunities
 - Actively manage multiple demands and build high fidelity engagement pipeline
 - Aggressively pursue opportunities to deal closure
- **Value Delivery:**
 - Entice buy-in for Sucoso's digital enterprise services from decision makers by offering them unique value proposition
 - Provide recommendation into deal pricing and facilitate necessary approvals
 - Manage corresponding procurement interfaces from demand side
- **Forecasting:**
 - Provide inputs into periodic demand forecasts and deal progression guidance

Desirable Qualification:

- Demonstrated experience in closing B2B professional service deals
- Commercial acumen to drive end to end sales process
- Deal hunter, relationship builder and collaborator

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