

## Sales Executive Job Description

### Doorway

London, United Kingdom

#### **Who We Are**

Doorway is changing the meaning of networking. The global corporate landscape is focused on sustainability, and included in this initiative are positive changes toward digitization. The paper business card is dying, but employees still need a corporate credential. Doorway is that credential.

Naming some of the world's largest enterprises as our clients, Doorway is playing a key role in empowering individuals with a tool to exchange data – a branded card in their digital wallet that can instantly share information without the need for an app or internet connection. Seems too simple? Our client testimonials emphasize how Doorway's seamless usability and B2B focus sets us apart from any other provider in the market.

Doorway's offering extends beyond the card – our platform has been designed hand-in-hand with our blue-chip clients to serve the needs of a multinational organization. Our Admin Portal, enterprise integrations, and customer success programs are fundamental to Doorway being the industry champion, all of which continue to be built upon and refined as our team learns with our clients' experiences.

Innovative, sustainable, and a delight to use. That is Doorway.

With more than 1000% annualized revenue growth in 2022, Doorway is taking the market by storm. We have been extraordinarily lucky to build a team of world class individuals, and with the momentum and success of our product's uptake, we are excited to keep growing.

We have clients across industries and on three continents. We are constantly doubling down on tech- and data-fueled innovation, and our product and platform roadmap is more ambitious today than ever. We place our clients at the center of everything we do, and we see a virtually unlimited set of opportunities to expand our client footprint and deepen the value we can unlock by building together.

Doorway's HQ is in a cultural, corporate, and epicurean global hub – Marylebone, London. Equidistant between Hyde Park and Regents Park, the Doorway HQ is our center of ideation, innovation, and execution.

#### **The Role**

Doorway is hiring a Sales Executive to join our Sales Team. The ideal candidate is an experienced, competitive, relationship and team-orientated sales performer who is looking to help grow Doorway into the global provider of digital business cards for large enterprises. The Sales Executive will be responsible for sourcing and growing of new ARR with a focus on the real estate and financial services industries. Communication skills are a must, for you will be representing Doorway as you build relationships across multinational enterprises.

Ambition and ownership are key. This role will be reporting directly to Doorway's founders and will have an uncapped ceiling on growth and determination. The role has potential for a future management position and shareholder equity reward.

#### **What You'll Do**

- Development of a strategic sales plan to effectively and efficiently cover the named accounts within the assigned territory

- Aggressively prospect and generate new relationships within named accounts
- Manage lead qualification and conversion from multinational enterprises
- Some travel, as required, to prospects, customers or marketing events within territory (20-30% travel) (Covid era exempt)

#### **Who You Are**

- 4+ years experience in software sales
- Experience selling SaaS products into enterprises, with preference toward the real estate or finance industries
- Proven record of achieving quotas (required)
- Hands on experience with Hubspot or other CRMs (preferred)
- Detailed knowledge of and passion for SaaS applications with the ability to conduct product demos and understand the complexities of a SaaS business
- Strong interpersonal and presentation skills
- Exceptional verbal and written communication skills
- Experience with web based conferencing tools such as Zoom etc.
- Ability to work in a fast paced, team environment

#### **Compensation:**

£50,000 - £70,000 base salary, with quarterly commission-based bonuses.