



BlockApps

Regional Sales Director

Company Overview

BlockApps is an enterprise blockchain company that develops industry applications on our own blockchain platform, STRATO, to enable traceability across enterprise value chains. Our customers include Fortune 500 companies such as Bayer Crop Science (the world's largest seed company), Blockchain for Energy (a consortium of the world's largest energy companies including Repsol, Chevron, ExxonMobil, Schlumberger and more), and the U.S. government. BlockApps has launched several industry initiatives, including TraceHarvest (agribusiness traceability), TraceCarbon (sustainability tracking), and the Enterprise Ethereum Alliance (world's largest open standards blockchain organization). For more information, visit and contact us at www.blockapps.net, or find us on social media via [LinkedIn](#), [YouTube](#) and [Twitter](#).

Job Description

BlockApps is looking for a full-time **Regional Sales Director**. The Regional Sales Director will be responsible for directly signing key clients. You will work closely with the Sales Manager, Sales team, BDR team, Marketing team, and Product team to identify target accounts, engage with prospects, and sign new clients. You will both create leads and respond to inquiries that are generated by the company.

Roles & Responsibilities

- Develop expert knowledge of BlockApps' SaaS offerings
- Identify F2000 prospects and advance opportunities as required
- Understand customer needs and help develop solutions through the company's offerings
- Present BlockApps' solutions via in-person and web demonstrations
- Research and understand the market for BlockApps' solutions, including competitor analysis
- Prospect new leads to supplement inbound enquires and build pipeline
- Negotiate and close on an increasing volume of sales targets each quarter
- Maintain detailed records in Salesforce
- Work with the marketing team to target specific accounts and implement the sales strategy



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Requirements/Skills

- A minimum of 3 years in selling SaaS or technology-related products or services with a track record of consistently closing new business
- Experience selling to multiple stakeholders during a complex sales cycle that could last several months
- Experience with online selling applications (Zoom)
- A passion for problem-solving, learning a new industry, and constantly improving their sales knowledge

Please send a copy of your resume to careers@blockapps.net along with the position(s) you are interested in.



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