

Syte is pioneering the future of eCommerce discovery, using AI-driven visual search and recommendation technology for retail. We are on a mission to make shopping delightful, seamless, and intuitive by empowering brands to instantly connect shoppers with products they love. We partner with top brands, like Farfetch, PrettyLittleThing, Conforama, Shane Co., and Zozo, to provide on-demand, hyper-personalized experiences that drive conversion, increase average order value, and spark lifelong loyalty.

As Syte continues its rapid growth trajectory, we are looking for an experienced Director of Sales, a leader with a proven track record of success in leading top global SaaS enterprise sales teams. The ideal candidate will join our team as an experienced and confident SaaS sales Leader to manage and grow a team of Account Executives.

What Will You Do?

- Meet and exceed New ACV Team Booking quota, while presenting a periodic detailed and accurate forecast of the business
- Team leadership, including people development, coaching, objective setting and measurement
- Hire, recruit and develop top Enterprise sales talent
- Develop and execute the training and onboarding of new sales executive
- Identify opportunities to improve processes and overall success of your team and Syte
- Demonstrates cross-functional expertise and the ability to thrive in a highly complex environment
- Participate in team-building and company growth activities including strategy setting and training
- Travel to customer locations to support the sales efforts (when relevant)

What you should bring to the table?

- 3+ years of experience as a global Enterprise SaaS Sales Leader, recruiting, mentoring and developing sales professionals at a top SaaS Startup
- Track record of consistent over-achievement in past sales roles (top 10-20%), advancement and increased responsibility in past positions
- Positive and passionate attitude with ambitious, upbeat, revenue driven and super creative approach
- Proven deep knowledge in modern SaaS Sales methodologies and organizational structures
- Experience in selling complex SW products/solutions to the enterprise market and strategic accounts
- Experience in working with all key global markets, with a specific focus on the US & EMEA
- Native English or at mother tongue level
- Working Days – Mon – Fri
- Willingness to travel up to 25% when permitted