



Senior Sales Executive – Marketing Automation

Role Overview

We are looking for a **Senior Sales Executive** who will directly own and drive a revenue target, acting as an individual contributor. The ideal candidate will be responsible for prospecting, closing deals, and expanding our market presence in the competitive landscape of marketing automation.

This role requires a strong sales mindset, experience in B2B SaaS sales, and an ability to navigate enterprise buying processes. If you are a self-motivated professional with a passion for sales, customer acquisition, and revenue growth, we'd love to hear from you.

Key Responsibilities

- Own and drive a quota-based sales target in the marketing automation space.
- Identify and engage potential customers through outbound prospecting, cold outreach, and networking.
- Conduct product demonstrations tailored to client needs.
- Develop a strong understanding of customer pain points and position Mehery as the ideal solution.
- Manage the full sales cycle: lead generation, deal negotiation, and contract closure.
- Track and report sales performance, pipeline health, and conversion metrics.
- Stay informed on competitors (e.g., Plotline, Braze, MoEngage, CleverTap) and differentiate Mehery's offerings.
- Work closely with internal teams to ensure a seamless customer onboarding experience.

Preferred Qualifications & Experience

- 3+ years of experience in B2B SaaS sales (preferably in marketing automation, CRM, or customer engagement platforms).
- Proven ability to meet or exceed revenue targets as an individual contributor.
- Experience selling to mid-market and enterprise customers.
- Strong understanding of WhatsApp, Email, App notifications, and in-app marketing automation.
- Excellent communication, negotiation, and presentation skills.
- Prior experience with marketing automation tools (Braze, MoEngage, CleverTap, HubSpot, etc.) is a plus.
- Bachelor's degree required; MBA in Marketing/Sales is a plus.

Why Join Mehery?

- Be part of a fast-growing team solving cutting-edge problems in marketing automation.
- Competitive salary with performance-based incentives.
- Opportunity to shape sales processes and influence product direction.

Apply Now: Send your CV to hr@mehery.com to take the next steps!