

# Bee Happy Recruitment

<https://www.beehappyrecruitment.co.uk/jobs/regional-sales-account-executive/>

## Regional Sales Account Executive

### Description

Bee Happy Recruitment are seeking a Regional Sales Account Executive for our client who is a leading Systems Integration (SI) and Digital Transformation firm specializing in delivering eSignature, CLM and IAM solutions across EMEA.

Pay: From £90,000.00 per year

### Role Overview

As Regional Sales Account Executive, EMEA, you will own the growth of the company's business across the region. You will drive sales, develop go-to-market strategies, and strengthen our partnerships

This is a high-impact role that requires a solution-selling expertise and relationship management to achieve ambitious revenue targets across multiple verticals and geographies.

### Key Responsibilities

Lead all EMEA sales operations, including pipeline development, forecasting, and revenue attainment.

Contribute to the development of, and execute the go-to-market strategy for our clients products & solutions and delivery of DocuSign CLM and Intelligent Agreement Management solutions.

Build and maintain strong relationships with clients and key stakeholders.

Partner closely with DocuSign AEs and alliance teams to co-sell and jointly deliver high-value solutions

Create and negotiate Statements of Work (SOWs) and other contractual documentation.

Work cross-functionally with pre-sales, delivery, and marketing to ensure alignment on solution positioning and customer success.

Maintain robust knowledge of emerging technologies, EMEA market trends, and the evolving CLM/IAM landscape.

Represent the company at industry events, client summits, and partner engagements across the region.

### Qualifications & Requirements

8+ years of experience in enterprise B2B technology sales..

Proven success selling Systems Integration (SI), CLM, Intelligent Agreement Management, or Digital Transformation solutions.

Demonstrated ability to manage both transactional mid market deals and complex enterprise sales cycles and close six-figure deals.

Strong experience working with or within DocuSign ecosystems (highly desirable).

Excellent executive presence, negotiation, and communication skills.

Experience managing regional forecasting, revenue targets, and multi-country client portfolios.

### Preferred Experience

Direct experience with DocuSign CLM, Salesforce, MD Dynamics 365 or SAP Ariba solutions.

Familiarity with digital workflow automation, document intelligence, and system integration architectures.

Proven ability to collaborate with partner ecosystems and alliance teams to drive joint success.

### What's on Offer

Competitive compensation with performance-based incentives. (90k starting salary)

Opportunities to represent the company alongside global partners such as DocuSign.

Career advancement within a global SI organization.

### Hiring organization

Bee Happy Recruitment

### Date posted

December 12, 2025

Collaborative culture focused on innovation, partnership, and excellence.