



## Senior Enterprise Sales Executive

### About the Corporate Governance Institute

The Corporate Governance Institute is a global leader in online corporate governance education and certification.

The company has had global aspirations from the start and today we serve customers in over 75 countries and employ people from a variety of international and cultural backgrounds. Our growth has significantly increased year over year, and we are looking to continue with that ambition and scale.

We're not just a business; we're a passionate team aspiring to make a significant impact in a €60 billion + market. Backed by leading industry practitioners, governance experts and a very experienced senior leadership team we are ready to accelerate our growth further and faster to make the most of the market opportunity.

We have an exciting opportunity for a **Senior Enterprise Sales Executive** to join our rapidly expanding team.

### The focus of the role:

We're looking for a driven and experienced **Senior Enterprise Sales Executive** to join our growing Enterprise team. In this role, you'll be responsible for identifying, developing, and closing new enterprise-level opportunities, with a strong focus on multi-seat sales to large organisations across a range of sectors.

You'll work closely with our marketing, product, and customer success teams to deliver a high-quality experience to prospective clients, helping them understand the value of our corporate governance and ESG training solutions. This is a key role in supporting our growth, and you'll be instrumental in bringing in high-value clients that contribute meaningfully to our long-term success.

You'll need to be comfortable managing a complex sales cycle, building strong relationships with senior decision-makers, and proactively driving opportunities from first contact to close—while contributing to the achievement of ambitious revenue targets aligned with our overall business objectives.



## **Key Responsibilities:**

- Identify, develop, and close multi-seat and larger enterprise opportunities across global markets.
- Consistently meet and exceed individual revenue goals in line with overall business objectives.
- Take ownership of the full sales cycle—from prospecting through to negotiation and close—with a strong focus on high-value, multi-seat deals.
- Develop and execute a scalable “land and expand” strategy to grow enterprise accounts and maximise long-term value.
- Collaborate with the B2C sales team to identify opportunities for expanding individual learners into broader enterprise solutions.
- Work closely with Marketing to create targeted outreach plans across key industries and buyer personas
- Maintain a structured and proactive approach to pipeline management, delivering accurate sales forecasts, reporting regularly to senior stakeholders, and addressing risks or blockers to ensure consistent deal progression.
- Participate actively in cross-functional collaboration to ensure strategic alignment and successful client onboarding and retention.
- Contribute to the ongoing development of our enterprise sales approach, with the potential to grow into a sales leadership role as the team scales.

## **Desired Experience & Education:**

- Minimum of 3+ years’ experience in a senior B2B sales role, with a consistent track record of exceeding revenue targets and closing complex, multi-stakeholder deals.
- Experience selling education, professional development or edtech solutions is preferred, particularly into HR, L&D, or senior executive decision-makers.
- Proven ability to build and maintain high-trust relationships with senior stakeholders across global organisations.
- Familiarity with consultative and solution-based sales methodologies, and comfortable navigating legal, procurement, and financial negotiations.
- Highly self-motivated, results-oriented, and able to work autonomously while contributing to a collaborative, cross-functional team environment.
- Comfortable operating in a fast-paced, high-growth environment, with a proactive approach to learning, adapting, and improving.

## **Why Work With Us?**



At The Corporate Governance Institute, we believe that great people make great companies. Here's what you can expect when you join our team:

- **Remote-First Company** - Work with the freedom to balance your life and career. Prefer to come into the office? Our doors are always open.
- **Competitive Salary & Work From Abroad** - We offer a market-competitive salary and the opportunity to work remotely from abroad for up to 20 days per year.
- **MacBook Provided** - Every new starter receives a MacBook to ensure you have the best tools to succeed from day one.
- **Learning and Development** - Access ongoing training and development opportunities tailored to help you grow professionally.
- **Quarterly Team Events** - Join in on fun and engaging events that bring the team together, whether virtual or in-person.
- **Bike to Work Scheme** - Support your wellbeing and sustainability with our bike-to-work program.
- **Inclusive and Collaborative Culture** - Be part of a diverse, ambitious team passionate about making a real impact in corporate governance education.

## Join Us

If this sounds like the right fit for you, we'd love to hear from you. Please submit your CV along with a brief cover note outlining your interest in the role.