

Head of Enterprise Sales

We're looking for a **Head of Enterprise Sales** to join our united, dedicated, and enthusiastic team at LINK Mobility, Europe's leading provider of mobile messaging.

At LINK, we connect businesses to customers through our communications products and services that drive engagement and satisfaction during each stage of the customer journey.

You're probably already familiar with us: we're behind the messages you receive via SMS, WhatsApp, email, or even to check-in for your upcoming flight, receive delivery notifications, cash in a mobile coupon to your favorite store, and so much more.

It's an exciting time to join LINK as we develop our award-winning communications platform as a service (CPaaS) offerings in this rapidly advancing tech industry.

As we expand in the UK, we're looking for a Head of Enterprise Sales with a strong background in **solution selling and value-based commercial strategies** to accelerate our growth and elevate our enterprise presence.

As Head of Enterprise Sales, you will shape and execute the UK commercial strategy, leading from the front with a modern, consultative, value-proposition-driven approach. You will position LINK Mobility not just as an SMS/WhatsApp provider, but as a **strategic business enabler** helping customers optimise engagement, reduce operational friction, and drive measurable ROI.

You will build and grow high-value relationships, close strategic opportunities, and develop a repeatable, value-led sales motion across the team.

YOU'LL BE RESPONSIBLE FOR

- **Strategic Leadership** Develop and own the UK sales strategy aligned to global revenue goals, with a focus on **value-based selling frameworks** Translate LINK's CPaaS capabilities into **clear business outcomes** and differentiated value propositions for specific verticals. Build and nurture C-level relationships with clients, partners, and key stakeholders.
- **Solution Selling & Revenue Growth** Identify, shape, and close enterprise and mid-market opportunities by uncovering customer pain points, quantifying impact, and defining outcome-driven solutions. Build strong multi-threaded relationships with business, product, and technical stakeholders. Drive expansion within existing accounts through consultative discovery and value mapping.
- **Pipeline & Forecasting** Maintain a structured, data-driven sales process with consistent qualification, forecasting, and deal inspection rhythm. Build a predictable pipeline through proactive outreach, refined messaging, and targeted value propositions.
- **Cross-Functional Collaboration** Work closely with Product, Marketing, and Customer Success to shape solutions that align to customer objectives and deliver repeatable value. Partner closely with Marketing to ensure campaigns, messaging, collateral, and demand-generation initiatives directly support enterprise sales, value-led positioning, and vertical-specific use cases. Support and grow strategic partnerships with ISVs, integrators, and channel partners using a solution-led approach.
- **Team Building & Culture** Recruit, coach, and mentor future sales hires in **solution selling best practices**. Foster a culture of commercial excellence, customer obsession, and value-based execution. Maintain a high level of momentum, ambition, and focus across the sales function, keeping the team aligned, motivated, and results oriented.

WE HOPE YOU HAVE

- 10+ years of B2B sales experience in Tech, SaaS, CPaaS.
- Proven success selling **complex, high-value solutions** using structured methodologies
- Strong understanding of CPaaS channels (SMS, RCS, WhatsApp, Voice, APIs) and how they deliver business impact.
- Demonstrated ability to articulate ROI, and commercial value – not just technical features.
- Track record of closing complex enterprise deals worth £150k+ gross margin PA recurring.
- Experience in scale-ups or environments requiring adaptability and hands-on ownership.
- High commercial IQ: negotiation, discovery, commercial structuring, and executive

communication.

- Data-driven, structured, and highly self-motivated.
- Willingness to travel occasionally within the UK or Europe.

OUR IDEAL MATCH IS

- Data-driven, structured, and highly self-motivated.
- Passion for driving business growth, with a hands-on approach and a mindset of continuous improvement.
- Business-oriented with the ability to understand the value chain and business model of the customers
- Excellent communication and interpersonal skills
- Natural leadership with the ability to energize and inspire commercial teams, even in a fast-moving, high-pressure environment.
- Integrity and courage to speak up when required, - while keeping calm in demanding situations

WE CAN OFFER YOU

- A dynamic, international work environment
- Growth opportunities supporting personal and professional development
- Eligibility to enroll in LINK's employee share purchase program, which provides a 20% discount on company stock purchased by permanent employees

*All benefits are subject to local terms and regulations and may be changed during the employment

LOCATION: Anywhere in UK

Apply as soon as possible. Applications are evaluated on an ongoing basis.

Questions about the position? Contact: John Hayes at john.hayes@linkmobility.com

LINK Mobility is publicly listed on the Oslo Stock Exchange with offices in 18 countries throughout Europe. We continue to experience strong organic growth and recurring revenue as businesses move more activities onto mobile platforms. In 2023, LINK Mobility had a total turnover of 6.3 billion NOK.

Every employee is an important member of LINK Mobility. We do not tolerate discrimination of any kind – whether active or passive – based on ethnicity, national origin, religion, disability, gender, sexual orientation, marital or parental status, union membership, political views, age, or any other characteristic that results in compromising the principle of equality. LINK regards diversity as a lever for innovation and profitability.