



<https://www.execcapital.co.uk/job/fractional-sales-director-cso-cro-saas-esg-technology-scale-up/>

Fractional Sales Director / CSO / CRO / SaaS / ESG Technology Scale-Up

Description

Location: Remote — candidates based in the South East UK preferred

Engagement: Fractional, 3 days per week

Day Rate: Up to £800 per day (DOE)

Sector: SaaS / Sustainability & ESG Technology

The Opportunity

We are working exclusively with a fast-growing SaaS business operating in the sustainability and ESG technology space, seeking an experienced **Fractional Sales Director / CSO / CRO** to lead and scale their commercial function.

This is a hands-on leadership role for someone who has genuinely built and run sales operations before — not simply advised on them. You'll take ownership of the full go-to-market strategy, from pipeline generation through to closing, while coaching and developing the existing sales team to raise performance and rigour across the board.

The business has strong foundations — proven product-market fit, blue-chip customers across construction, manufacturing and infrastructure sectors, and institutional backing — and is now looking for the right commercial leader to accelerate its next stage of growth.

Responsibilities

The Role

- Develop and implement a clear sales strategy aligned to the company's growth ambitions
- Lead, mentor and upskill the existing sales team, embedding a high-performance culture
- Take direct, hands-on ownership of key accounts and strategic deals
- Build scalable sales processes, forecasting and pipeline management disciplines
- Work closely with the founder/leadership team to shape wider go-to-market and revenue strategy
- Identify and develop new market and vertical opportunities

Qualifications

About You

- Strong background in **technology / SaaS** sales leadership — Sales Director, CSO, CRO or VP Sales level
- Demonstrable experience scaling revenue within a SaaS business model
- A genuine “player-coach” — comfortable being hands-on with deals as well

Hiring organization

Exec Capital

Employment Type

Part-time

Beginning of employment

1st October 2026

Duration of employment

Perm

Industry

Technology

Job Location

Remote work from: United Kingdom

Working Hours

9-5

Base Salary

£ 700 - £ 800

Date posted

September 8, 2026

Valid through

30.09.2026

as leading a team

- Proven track record building or significantly improving a sales function, ideally within a scale-up environment
- Strong strategic thinker who can also execute — this is not a purely advisory or NED-style role
- Based in or easily able to work with a team in the **South East of England**; fully remote engagement

Job Benefits

The Package

This is a fractional engagement at **3 days per week**, with a day rate of up to **£800**, reflecting the calibre of candidate sought.

Contacts

Exec Capital are a leading [Fractional Sales Director Boutique](#)