

# United Kingdom Jobs Expertini®

## Account Director

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Company: Ultimate Asset

Location: London Area

Category: other-general

Account Director - Enterprise SaaS Loyalty & CRM Marketing Tech Salary up to £85k base + 20% OTE Location - this role is hybrid 2-3 days in the London office The Company This company are the leaders in everything they do, they have a very strong product portfolio and a really good name in the market. Amongst other products there is a specific focus on selling Loyalty marketing, CDP, CRM as well as messaging, email, and social. Its the best of both worlds as they have a agile start up like culture but the processes and resources of a larger organisation. Exciting bits: They did really well last year they've doubled YoY The market leaders in what they do - top of the Forrester and Gartner rankings Loads of different products you can get stuck into A really great team, they know their stuff, great to get on with but can also help improve people - its great for career development People actually hit target here! Very fair targets The Role This is existing business role, focused on the renewals and growth a small number of very large accounts Sized of the accounts 1-7m Managing, running and winning RFPs Requirements You must come from a commercial account management position from another complex SaaS marketing technology ideally from loyalty marketing or CRM (mar tech) Also open to CDP, Customer Journey, CX, Personalisation, multi channel marketing ect You must have enterprise experience, dealing with 500k+ P/A clients You must have experience renewing and growing accounts - the focus is on net revenue retention You can go into the London office x3 days a week Get in touch at [Swaran@ultimateasset.com](mailto:Swaran@ultimateasset.com) to find out more

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