

Account Director

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Company: BMS Performance

Location: United Kingdom

Category: other-general

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Account Director

Remote role with occasional travel

Established business with a strong brand name in the market

5 enterprise accounts with lots of whitespace for Cross Sell & Upsell opportunities

The role of Account Director: Tasked to develop, maintain and manage key relationships with assigned enterprise clients to ensure our client extends its position as the go-to vendor within the insurance and broker ecosystem.

Requirements: To be considered for the Account Director position

- Proven experience in overseeing and delivering relevant strategic propositions to clients
- Consultative sales approach with the ability to manage complex sales opportunities across organisations with multiple stakeholders
- Dynamic sales achiever and negotiator with demonstrable ability in both strategic & tactical
- Knowledge of the sales market is a bonus

The package for the Account Director:

£75k - £80k base with a £125k OTE

25 days annual leave

Car allowance

Company bonus scheme

The Company: A great opportunity to join a leading software company who have a strong reputation in the general insurance industry.

Their suite of solutions is wide and over their 40 years of trading, they have built a reputation within the market for building reliable and robust platforms that are widely used by brokers, insurers, and underwriting agencies across the UK.

LocationUK - Remote with travel

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