

# United Kingdom Jobs Expertini®

## Account Executive (Inside Sales)

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Company: Iron Mountain

Location: United Kingdom

Category: other-general

At Iron Mountain we know that work, when done well, makes a positive impact for our customers, our employees, and our planet. That's why we need smart, committed people to join us. Whether you're looking to start your career or make a change, talk to us and see how you can elevate the power of your work at Iron Mountain.

We provide expert, sustainable solutions in records and information management, digital transformation services, data centers, asset lifecycle management, and fine art storage, handling, and logistics. We proudly partner every day with our 225,000 customers around the world to preserve their invaluable artifacts, extract more from their inventory, and protect their data privacy in innovative and socially responsible ways.

Are you curious about being part of our growth story while evolving your skills in a culture that will welcome your unique contributions? If so, let's start the conversation.

Iron Mountain is undergoing a transformative phase in global sales, particularly with the introduction of compelling career prospects within our Inside Sales divisions throughout Europe.

We are actively searching for a driven and ambitious individual to be an **Account Executive** Inside Sales to join our growing team. In this position you will be responsible for managing client relationships, generating revenue, and ensuring client satisfaction.

### What You Will Do

Cultivate, maintain, and expand relationships with a designated portfolio of customer accounts.

Actively seek out new business opportunities within existing accounts by establishing and

nurturing new contacts.

Possess a comprehensive understanding of Iron Mountain's key messages and value propositions, adept at conveying them to customers and prospects.

Lead the process of managing and finalizing new business-to-business (B2B) opportunities.

Consistently meet volume and revenue targets on a monthly, quarterly, and annual basis.

Maintain meticulous records using the CRM system, ensuring accuracy and completeness.

Consistently achieve targeted activity levels such as calls, emails, and quotations on a weekly basis.

### **What You Will Bring**

A proven track record of identifying potential clients, negotiating deals, and closing sales; including prospecting, lead qualification, and effective communication skills to articulate the value proposition of Iron Mountains products and business solutions.

Experience in building and maintaining strong relationships with clients; involving understanding the clients needs, providing personalized solutions, and being responsive to client inquiries and concerns.

Experience in providing a deep understanding of the products & services offered; knowing the features, benefits, and competitive advantages of the offerings to effectively position them in the market and address client needs.

Strategic thinking with experience in developing long-term account plans and identifying opportunities for growth within your client base; being able to analyze market trends, anticipate client needs, and devise strategies to maximize revenue and profitability.

Strong time management and organizational skills; bringing the ability to prioritise tasks, meet deadlines, and balance competing demands to effectively serve their clients and achieve sales targets.

### **Discover what we offer**

Discover Limitless Possibilities: Embark on an exciting journey with Iron Mountain, a global

organization that embraces transformation and innovation.

**Empowering Inclusion:** Join a supportive environment where everyone's voice is heard, opinions are valued, and feedback is encouraged, fostering an atmosphere of inclusion and belonging.

**Global Connectivity:** Connect with 26,000+ talented individuals from 59 countries, opening doors to diverse cultures and fostering global learning opportunities.

**Championing Individuality:** Be part of a winning team that celebrates diversity and encourages individual differences to drive greatness.

**Competitive Total Rewards:** supporting your career at Iron Mountain, family, personal wellness, and wellbeing. (Local benefits may vary based on country-specific policies.)

**Embrace Flexibility:** Experience the freedom of remote/hybrid work, enabling a harmonious work-life balance (dependent on role).

**Unleash Your Potential:** Access abundant opportunities for personal and professional growth, preparing you for a digitalized future.

**Valuing Every Contribution:** Join a workplace that actively encourages and supports all talents, recognizing the unique impact of each individual.

**Pioneering Sustainability:** Contribute to our vision of fostering a sustainable and thriving workforce, leaving an enduring legacy for generations to come.

**#LI-remote**

Category: Sales

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