

United Kingdom Jobs Expertini®

Account Manager, Enterprise Expansion

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Company: 1Password

Location: United Kingdom

Category: other-general

What we're looking for:

Minimum of 5 years experience of relevant work experience in SaaS sales with 3 years of experience in an Enterprise Account Executive and/or Enterprise Account Management Sales role, preferably in the security space.

Proven track record in a quota-carrying role, consistently meeting and exceeding targets, and have managed sales targets upwards of \$1M/year.

Experience managing a diverse book of business with approximately 75 Enterprise Companies.

Excellent communication skill via eMail, Slack, and Zoom - you're someone who is comfortable translation technical terms for customers who find technology confusion or intimidating.

Proficiency in strategic account planning, territory management, and value-based selling. You are someone who believes in team-selling and has experience working cross-functionally to help close strategic opportunities.

Exceptional organizational skills and pipeline management/forecasting come naturally to you.

Confidence in presenting to C-suite executives and engaging in high-level discussions.

Strong negotiation skills with a track record of successful outcomes.

Ability to thrive in a fast-paced environment and actively manage your own pipeline.

What you can expect:

Account Management:

Manage a portfolio of approximately 75 Enterprise Companies, ensuring high client satisfaction.

Meet and exceed renewal targets while actively identifying opportunities to increase Annual Recurring Revenue (ARR).

Maintain an up to date record of all communication with clients, including emails, phone calls and next steps.

Cross Collaboration:

Collaborate seamlessly with Customer Success Managers (CSM) and Sales Development Representatives (SDR), Business Development Representatives (BDR), to optimize client engagement and identify growth opportunities.

Engage in multi-threaded relationships within client organizations to enhance overall account health.

Pipeline Development:

Proactively build and manage your own pipeline, identifying and pursuing new business opportunities.

Utilize strategic account planning and territory management techniques to maximize growth potential.

Leverage all corporate and product marketing strategies, assets and tools to build and create demand.

Value-Based Selling:

Implement value-based selling strategies to align our solutions with client needs and objectives.

Demonstrate a deep understanding of client pain points and position our offerings as strategic solutions.

Presentation and Negotiation:

Confidently present to C-suite executives, articulating the value proposition of our products and services.

Utilize strong negotiation skills to drive mutually beneficial outcomes.

We believe in the power of remote work, but we also recognize that some in-person connection with team members and customers is important to help us achieve our mission. While we are a remote-first company, occasional travel for in-person engagement will be a part of this role. This may include but is not limited to bi-annual department-wide offsites, quarterly department meetings and periodic customer events. These events will typically be held in varying locations across Canada and the USA. In leadership roles, you can expect to travel once per month on average.

What we offer We believe in working hard, and resting hard. We're always looking for new ways to support our team members, but here's a glance at what we currently offer

Health and wellbeing Maternity and parental leave top up programs > Wellness spending account > Generous PTO policy > Company-wide wellness days off scheduled throughout the year > Wellness Coach membership > Comprehensive health coverage

Growth and future > Employee stock option program for all full time employees > Retirement matching program > Training budget, 1Password University access, and learning sessions > Free 1Password account (and friends and family discount!)

Flexibility and community > Paid volunteer days > Employee-led DEI&B programs and ERGs > Fully remote environment > Peer-to-peer recognition through Bonusly

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