

United Kingdom Jobs Expertini®

Account Manager

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Company: Cornerstone OnDemand

Location: United Kingdom

Category: other-general

We're looking for a

Account Manager

This role is Remote

The Account Manager will be responsible for managing and growing Cornerstone's customer base. This position requires a rare and talented individual that excels in multiple business disciplines including business development, solution selling, consulting, project management and customer service.

You'll divide your time between developing relationships, handling escalations impacting customer satisfaction ratings and identifying new business opportunities within those key enterprise customers. You will work closely with key resources within Cornerstone to ensure that you and the customer are well-supported and successful. Due to time zone differences, the Client Sales Manager will need to have a flexible schedule that provides for both access by local customers and headquarters-based colleagues.

This position will report to the Director of Account Management. Success in this role may provide a host of additional opportunities for growth such as travel, career progression, and significant financial upside. We are committed not only to recruiting top talent, but also to retaining phenomenal people.

In this role you will...

Achieve assigned strategic account objectives and establish strong, long-term client relationships

Create account strategies and plans for key customer accounts to achieve stated customer and Cornerstone business objectives

Attain or exceed sales quota by identifying customers' business challenges and aligning Cornerstone products and services to create elite solutions that deliver significant value

Build and expand relationships "high and wide" in customer organisations to expand the relationship footprint

Collaborate with other functions to ensure excellent delivery of service, quality of work and the highest level of customer satisfaction possible

You've got what it takes if you have...

A strong background in a customer-facing role along with account management or sales experience in the software industry, preferably SaaS

Experience of Solution sales or consulting

Strong sales acumen, negotiation capabilities and a commitment towards winning business are strong assets. Demonstrated commitment to valuing diversity and contributing to an inclusive working and learning environment

Consideration for privacy and security obligations

Total Rewards:

At Cornerstone, our transparent total rewards program is based on three core tenets: equitable pay, market dynamic research, and skill-based appraisal.

In United Kingdom, The base salary range for this position is: 53800 - 86100 GBP. If you work outside of United Kingdom, the salary range may be different and will be applicable to your country, currency and market.

In addition to competitive base pay, the compensation package for this role may include other incentives like bonus or commission, along with a generous benefits package.

Where an individual's pay falls within the range is determined by factors including, but not limited to, job-related skills, experience, and relevant education or training.

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