

## Account Manager - United Kingdom

[Apply Now](#)

Company: Third Wave Systems

Location: United Kingdom

Category: other-general

As a driven, solutions-oriented Account Manager you will play a pivotal role in expanding our presence in the UK in the industries we serve. The position requires you to be based in the UK.

This dynamic position, based in the UK, requires a motivated individual who excels in both hunting for new business opportunities and cultivating relationships with existing accounts to expand.

Your primary responsibility is to understand customer business priorities and effectively communicate how TWS solutions align with and address those priorities, delivering measurable and impactful business outcomes. By fostering collaboration, you will contribute to our customers' digital transformation and help drive their top and bottom lines.

### **Key Responsibilities:**

Meet revenue expectations by cultivating new business opportunities and nurturing existing accounts.

Establish relationships with customer executives who can serve as business champions for TWS.

Identify customer's key business initiatives and create value-based proposals aligned with their business goals.

Prospect for new business through referrals, participation in events and cold outreach.

Develop, execute, and maintain long-term key account plans with account team.

Lead multiyear contract negotiations to achieve mutually beneficial agreements for sustained growth.

Collaborate with others on the TWS team to ensure a cohesive company wide approach to landing new business and account management.

Use CRM properly and timely (such as Salesforce).

Use social selling tools such as LinkedIn for prospecting.

## **Requirements**

Must currently reside in the United Kingdom.

Fluent in written and spoken English.

Must be able to demonstrate TWS Core Values: Driven, Take Pride, Solutions Oriented, Critical Thinker, and Collaborative.

BEng, MEng, or related field with 5+ years of successful technical sales experience.

In-depth knowledge of the automotive, aerospace, or cutting tool industries.

Experience closing large, multi-year contracts.

Excellent communication and organizational skills with the ability to collaborate across a globally diverse prospect/customer base.

Willingness to travel up to 50% for customer visits, conferences, trade shows and companywide meetings. Occasional trips outside of the UK to support the above.

Understanding of the Miller Heiman Sales Methodology or another modern selling methodology like MEDIC, MEDPIC, or Challenger.

## **Benefits**

The role includes a comprehensive benefits package, providing you with security and support as you contribute to our company's growth.

## **Opportunity for Overachievement:**

This position offers the chance to surpass targets and achieve multipliers, recognizing and rewarding exceptional performance.

## Company Culture:

Join a company with a great culture that values teamwork, innovation, and individual contributions. Be a key contributor to our success and work alongside a talented team committed to excellence.

If you are a results-driven individual with a passion for sales and a desire to be part of a dynamic team, we invite you to explore this exciting opportunity at Third Wave Systems.

[Apply Now](#)

## Cross References and Citations:

1. [Account Manager - United Kingdom Bostonjobs Jobs United Kingdom Bostonjobs ↗](#)
2. [Account Manager - United Kingdom UsajobscentralJobs United Kingdom Usajobscentral ↗](#)
3. [Account Manager - United Kingdom ElectricianjobsJobs United Kingdom Electricianjobs ↗](#)
4. [Account Manager - United Kingdom GulfjobscentraJobs United Kingdom Gulfjobscentra ↗](#)
5. [Account Manager - United Kingdom EcuadorjobsJobs United Kingdom Ecuadorjobs ↗](#)
6. [Account Manager - United Kingdom Appdeveloperjobs Jobs United Kingdom Appdeveloperjobs ↗](#)
7. [Account Manager - United Kingdom Communityjobs Jobs United Kingdom Communityjobs ↗](#)
8. [Account Manager - United Kingdom CarejobsJobs United Kingdom Carejobs ↗](#)
9. [Account Manager - United Kingdom Minejobs Jobs United Kingdom Minejobs ↗](#)
10. [Account Manager - United Kingdom Searchamericanjobs Jobs United Kingdom Searchamericanjobs ↗](#)
11. [Account Manager - United Kingdom Colombiajobs Jobs United Kingdom Colombiajobs ↗](#)
12. [Account Manager - United Kingdom Courtjobs Jobs United Kingdom Courtjobs ↗](#)

13. Account Manager - United Kingdom [ExpertiniJobs United KingdomExpertini](#) ↗
14. Account Manager - United Kingdom [Logisticsjobs Jobs United KingdomLogisticsjobs](#) ↗
15. Account Manager - United Kingdom [Colombiajobs Jobs United Kingdom Colombiajobs](#) ↗
16. Account Manager - United Kingdom [Searcheruropeanjobs Jobs United Kingdom Searcheruropeanjobs](#) ↗
17. Account Manager - United Kingdom [Federaljobs Jobs United KingdomFederaljobs](#) ↗
18. Account Manager - United Kingdom [Aucklandjobs Jobs United KingdomAucklandjobs](#) ↗
19. Account manager - united kingdom [Jobs United kingdom](#) ↗
20. AMP Version of Account manager - united kingdom ↗
21. Account manager - united kingdom [United kingdom Jobs](#) ↗
22. Account manager - united kingdom [JobsUnited kingdom](#) ↗
23. Account manager - united kingdom [Job Search](#) ↗
24. Account manager - united kingdom [Search](#) ↗
25. Account manager - united kingdom [Find Jobs](#) ↗

Source: <https://uk.expertini.com/jobs/job/account-manager-united-kingdom-united-kingdom-third-wave-systems-6b3d397135/>

Generated on: 2024-05-05 by [Expertini.Com](#)