

United Kingdom Jobs Expertini®

Client Partner (EMEA)

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Company: Simple Machines

Location: London

Category: office-and-administrative-support

Simple Machines. Data Engineered to Life™.

Simple Machines is a leading independent boutique technology firm with a global presence, including teams in London, Sydney, San Francisco, and New Zealand. We specialise in creating technology solutions at the intersection of data, AI, machine learning, data engineering, and software engineering. Our mission is to help enterprises, technology companies, and governments better connect with and understand their organisations, their people, their customers, and citizens.

We are a team of creative engineers and technologists dedicated to unleashing the potential of data in new and impactful ways. We design and build bespoke data platforms and unique software products, create and deploy intelligent systems, and bring engineering expertise to life by transforming data into actionable insights and tangible outcomes. We engineer data to life™.

The Role:

As the Client Partner based in our London office, you will play a dual pivotal role; driving the acquisition of new clients and expanding and continuing the success of our engagements with existing key accounts. Reporting directly to the global Director of Client Strategy, this role is a balance of strategic insight and active business development, within an exciting and fast-paced environment.

Key Responsibilities:

Strategic Account Management and Growth:

Deepen relationships and expand our footprint within existing accounts by identifying new opportunities and leveraging the success of ongoing engagements to ensure continued success for our clients.

Develop and execute detailed account plans in alignment with both client objectives and Simple Machines' service offerings.

Regularly assess, forecast, and track sales performance and margins, adapting strategies to meet dynamic market and client needs.

Negotiate strategic pricing agreements and solidify our status as an approved panel provider within procurement frameworks.

Consultative Business Development:

Proactively hunt for new business opportunities within the technology and professional services sectors, aiming to secure multiple new enterprise clients annually, each contributing significantly to our revenue growth.

Craft innovative, customised proposals that respond effectively to client needs, with support from our technical and strategy teams.

Engage in high-level collaborative efforts to design solutions that address specific business challenges, potentially forming joint ventures or partnerships.

Client Engagement and Relationship Building:

Serve as the primary point of contact for clients, ensuring robust communication and high satisfaction levels.

Foster long-term, strategic relationships with key client stakeholders across business and technology departments.

Requirements

Who You Are:

You have at least 10 years of commercial experience with a focus on new business sales and account management within the technology or professional services sector.

Your career is highlighted by a proven track record of developing networks, driving business growth, and managing complex client relationships.

You have impeccable professional communication skills demonstrated in everything from emails to tender responses and presentation of strategic proposals to a C-suite audience.

You are technically proficient with CRM systems such as Salesforce and are skilled in using MS Office and presentation tools to effectively communicate and influence.

Your strategic vision is complemented by a hands-on approach to business challenges, and you are deeply committed to delivering exceptional client service.

Join Us: Step into a role where you can significantly influence Simple Machines' growth in the EMEA region. Drive innovation and business success in a company that values transformation and forward-thinking solutions.

Benefits

Working at Simple Machines

We're looking for someone who's as passionate as we are about building a world-class company.

Just some of the perks and benefits of working in this role with Simple Machines include:

A competitive salary and comprehensive benefits package, including performance-based incentives tied to business growth and new client acquisition.

Extensive opportunities for professional growth in a pioneering role, allowing you to define and own the position as the first Client Partner in the UK. This role presents a pathway to progression as our regional sales lead and potentially to a leadership position within our EMEA business operations.

Flexible working: Leave early to pick up the kids? Need to start early some days, later than others? No problem.

Generous parental leave: Three months fully paid primary carer leave and one month fully paid secondary carer leave, subject to a minimum 12 month tenure.

Learning and development: We all love continually learning and have a generous budget for you to upskill, join conferences, get certified and qualified.

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