

United Kingdom Jobs Expertini®

Director, Strategic Accounts

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Company: Firework

Location: United Kingdom

Category: other-general

Firework is the world's leading unified video commerce platform that empowers its global partners to personalize the customer experience and engagement at scale. Firework bridges the offline and online for a robust omnichannel immersive brand experience cultivating a deeper emotional human connection between our partners and their end consumers. We are customer-centric and inspired to win together offering total solutions with endless possibilities to help our customers increase purchases and conversions using the power of video. At the heart, we are a global and diverse team of "SuperSpark" creators, entrepreneurs, life-long learners, and data geeks driven by the future of authenticity to transform commerce. Firework has raised over \$235M to date, with its latest Series B round led by SoftBank Vision Fund 2. Come reimagine the online customer experience with us.

Summary

We're looking for talented Director, Strategic Accounts who are results-driven professionals to own and drive enterprise level opportunities. You are the face of Firework and will evangelize Firework's innovative SaaS solutions to enterprise brands in a variety of categories. You are polished, consultative, and thrive initiating strategic partnerships with business leaders and key stakeholders that drive meaningful revenue for one of the largest sectors of the business.

What you'll be doing

Work cross-functionally with the global team to set priorities and make key strategic decisions for growing the enterprise market portfolios

Build long-term relationships with key decision-makers at all levels (brands in various

industries) in order to close deals and achieve set team and individual quotas

Act as a strategic advisor and product consultant to prospects; understand business objectives and product capabilities and frame the Firework value proposition as a new and innovative solution

Along with Marketing lead generation, build, prospect, and drive new opportunities through strategic outreach and other channels such as industry events

Prioritize and manage the entire sales funnel process from initial interest to negotiation and close; ensure the successful integration post-acquisition

Continuously assess the entire SaaS revenue operations and brand acquisition process to ensure it continues to scale efficiently while delivering an outstanding product and service experience

We'll be excited if you have

Bachelor's degree

Minimum 7 years experience in a quota-bearing sales role, ideally in SaaS building a robust enterprise business (from scratch where you delivered or exceeded on net new revenue opportunities

Deep industry knowledge of various consumer verticals (i.e, esp. fashion, beauty, and luxury) and proven ability to prospect them beyond your own Rolodex and networking channels

Outstanding communications and influencing skills; must be able to present solutions on your own and build rapport with all levels and functions of an organization

Product oriented consultant mindset; must be able to demonstrate product capabilities and understand business and technical requirements

Excel in a fast-paced, fun, start-up environment where you can navigate the complexities and needs of various clients, their size, industry, and lifecycle

Comfortable with change in a high-growth organization: ability to demonstrate comfort with ambiguity, adapt quickly and be effective in new situations in a highly dynamic setting

Start-up mentality; you are team-oriented, resilient, empathetic, and no ego

The role is remote and we are looking for candidates based in the United Kingdom.

The following represents the expected range of compensation for this role: The estimated annual pay range for this role is GBP 110,000-130,000 plus uncapped variable pay. Other factors that impact compensation include stock options. The posted pay range represents the anticipated low and high end of the compensation for this position and is subject to change based on business need. To determine a successful candidate's starting pay, we carefully consider a variety of factors, including primary work location, an evaluation of the candidate's skills and experience, market demands, and internal parity. Candidates may receive more information from the talent partner.

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