

United Kingdom Jobs Expertini®

Enterprise Account Executive, UK (Remote, London)

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Company: Grafana Labs

Location: United Kingdom

Category: other-general

Grafana Labs is looking for Enterprise Account Executive who will be responsible for prospecting and closing new business across the UK region. You will identify, nurture and close opportunities with both new and existing customers, manage forecasts and track customer data. We're strong proponents of a consultative sales approach - learn about the customer's needs first before talking products. Your expertise will be critical in helping articulate the value of our products, work with the customer during the trial phase and hand off a strong relationship to our Customer Success team. Ideally, you come from a technical background and have sold technical products before.

Responsibilities

Meet and exceed individual quarterly and annual sales goals

Manage all aspects of the sales process (prospecting, sales meetings, product demos, proofs of concept, proposals, negotiations and account management)

Cultivate sales through outbound prospecting and inbound leads

Be able to understand and convey the value of both Grafana Cloud and Grafana Enterprise

Become an expert in managing your sales pipeline in Salesforce

Manage quote creation, order processing, and day-to-day customer requests

Requirements

5+ Years of Experience in Infrastructure Technology Sales

Demonstrated history of consistent goal achievement in a highly competitive environment (top 10% performer)

Energetic, upbeat, entrepreneurial, tenacious team player

Adaptable and with demonstrable experience in high velocity technology companies

Experience using Salesforce

Familiarity with open source technology is a significant advantage

You will need to be an excellent communicator in all channels (in person, online, in writing) and able to form strong working relationships both in person and virtually

Experience using Command of the Message and MEDD(P)ICC is ideal

Must be located in the London area

In the United Kingdom, the OTE compensation range for this role is £155,000 - £227,000.

Actual compensation may vary based on level, experience, and skillset as assessed in the interview process. Benefits include equity, bonus (if applicable) and other benefits listed .

*Compensation ranges are country specific. If you are applying for this role from a different location than listed above, your recruiter will discuss your specific market's defined pay range & benefits at the beginning of the process.

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