

Enterprise Account Manager

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Company: Crayon

Location: England

Category: other-general

Are you seeking a new opportunity to drive significant growth while deep-diving into Microsoft licensing? Ready to join our highly experienced and accomplished team, collaborating with some of the largest customers in the UK and across the globe? Want to be part of a global IT company that prioritizes a people-first culture and work within one of the fastest accelerating sales teams, achieving 130% YoY growth? Practical Information: Location: High Wycombe, London or York | Work Arrangement: Hybrid | Reports to: Head of Sales Enterprise & Global | Visa Requirements: Valid working visa for the UK| Languages required: Fluent/professional level English, spoken and written As our newest Enterprise Account Manager, your main responsibility will be to drive the expansion of our client base, focusing specifically on enterprise and global customers, while fostering and nurturing key strategic relationships. Your role will involve accelerating growth through initiatives in core services such as optimization, focusing on solutions that drive high value. Other responsibilities will include: Responsible for driving new business, facilitation of onboarding customers, generating pipelines, conducting sales and marketing activities, ensuring accurate forecasting and CRM reporting Serve as the primary point of contact for addressing customer needs and promoting Crayon's range of service offerings Responsible for strategizing and building campaigns and sales forecasts, advancing opportunities, and achieving performance targets based on sales metrics for success Build a comprehensive understanding of your customers and their industry's challenges Build relationships with relevant publishers, focusing on products and solutions to ensure Crayon is the trusted partner for software procurement and services Your Competencies:10 years of sales experience

within the enterprise IT ecosystem, specializing in the private sector, managing both local and global accounts Demonstrated experience selling to C-Level executives and senior stakeholders, driving long-term sales campaigns that align with customer challenges and strategic initiatives delivering value through Crayon's services Experience with Microsoft, AWS, Google, IBM, Oracle, and SAM vendors, such as Flexera, Snow, and ServiceNow Established network to leverage and previous experience within the Software & Cloud services industry About You: You possess strong communication and negotiation skills, and can engage with stakeholders at all levels, from technical to CXO You are goal-oriented and consistently achieve set objectives You exhibit a proactive attitude with a willingness to go above and beyond expectations What's on offer? Uncapped annual leave (post probation) Flexible working culture Pension and life assurance Private medical insurance Full spectrum of wellness perks Apply to join an award-winning employer!

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