

Enterprise Account Manager - Retail

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Company: Nutanix

Location: United Kingdom

Category: other-general

The Opportunity

Nutanix is looking for an Enterprise Account Manager for the UK Enterprise team. As an Enterprise Accounts Manager, you are responsible for selling Nutanix's Products and Solutions through Channel Partners and interacting directly with customers. You will also be working closely with a Sales Engineer. We are looking for a dynamic hunter who will manage the full sales cycle from cold-calling and prospecting to closing deals.

Essential to success in this role is a keen ability to develop new accounts and penetrate new divisions and organizations within your assigned accounts. Nutanix provides unrivalled support and tools from the Engineering, Marketing, and Product Development departments to leverage to exceed sales performance goals. In this position, you would be working very closely with the co-founders and VPs and have a large amount of influence on sales team decisions and initiatives. **Sales at Nutanix** Our sales team at Nutanix has a keen ability to develop new accounts and penetrate new divisions and organizations within your assigned accounts. Nutanix provides unrivalled support and tools from the Engineering, Marketing, and Product Development departments for you to leverage to exceed sales performance goals. **Your role**

Use relationship management techniques to develop selling opportunities within partner organizations; penetrate new divisions and organizations within assigned partner accounts; develop new selling relationships within assigned partner accounts; develop new direct selling opportunities

Schedule and attend sales call appointments with a prospect in partner organizations. Nutanix Channel Partner Representatives may also participate in the sales call to help qualify for the opportunity

Utilizing a consultative approach, discuss business issues with prospects and develop a formal quote, a written sales proposal, or a formal sales presentation addressing their business needs

Respond to RFPs and follow up with prospects

Develop an account plan to sell to customers based on their business needs

Build and strengthen the business relationship with current accounts and new prospects

Recommend marketing strategies

Provide status information to your manager including forecast/pipeline information

Identify Nutanix customer references that can be utilized when referencing selling

What you will bring

Track record in managing full sales cycle including prospecting and direct-touch

Strong verbal and written communication skills including presentation skills

Ability to work collaboratively with employees within the sales function and across functions including Marketing, Sales Operations, System Engineering, and Product Development

Experience with target account selling, solution selling, and/or consultative sales techniques

An aptitude for understanding how technology products and solutions solve business problems as well as the competitive landscape

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