

United Kingdom Jobs Expertini®

Full-time Sales Account Executive - Remote, EU & UK

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Company: Atarim

Location: United Kingdom

Category: other-general

Location Remote, EU & UK

Type: Full-Time

About Atarim:

Atarim is revolutionizing how web agencies and internal teams collaborate on digital projects. Our platform streamlines communication and project management to enhance productivity and ensure successful project completion. As we continue to grow, we are looking for a motivated Sales Account Executive to join our team and help expand our market presence.

Role Overview:

The Sales Account Executive will be instrumental in driving Atarim's growth by acquiring new clients and nurturing long-term relationships with them. This role requires a strategic thinker with a strong sales acumen and the ability to understand the unique needs of web agencies and internal team stakeholders.

Responsibilities:

Customer Acquisition: Identify potential clients in the digital and web agency sectors, engage them through strategic outreach, and convert them into Atarim users.

Sales Strategy: Develop and execute innovative sales strategies that effectively communicate the value of Atarim to potential clients.

Relationship Management: Build and maintain strong, long-lasting customer relationships with new clients.

Market Analysis: Conduct market research to identify selling possibilities and evaluate customer needs actively.

Sales Targets: Achieve and exceed monthly, quarterly, and annual sales targets.

Collaboration: Work closely with the marketing and product teams to align on the messaging, product improvements, and marketing strategies based on customer feedback and market trends.

Reporting: Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics.

Join Our Team:

If you are a driven sales professional who is excited about technology and innovation, we want you on our team! At Atarim, you will have the opportunity to work in a fast-paced environment and make a significant impact on our company's growth.

Requirements

Proven successful work experience as a Sales Account Executive or similar role in a B2B environment, within a tech or SaaS company.

Strong understanding of sales performance metrics.

Excellent communication and negotiation skills.

Ability to deliver engaging presentations.

Experience with CRM software and MS Office (particularly MS Excel).

An understanding of sales and marketing principles and the ability to adapt quickly to new technologies.

Bachelor's degree in Business Administration, Marketing, or relevant field.

Benefits

Competitive salary with a commission structure.

Flexible, remote work environment.

Dynamic and supportive team culture.

Opportunities for professional growth and advancement.

Access to cutting-edge tools and technologies.

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