

## Global Account Manager

[Apply Now](#)

Company: Certara

Location: United Kingdom

Category: other-general

### Overview

Certara is hiring a Global Account Manager (GAM) for our Software division based in western Europe, focusing on driving growth for Certara Software's existing and future solutions. The Global Account Manager will be responsible for managing all customer-facing activities within a named account list of the world's largest Life Sciences companies. In this role, you will build and maintain a thorough understanding of Certara software solutions and services, working closely to manage and grow, not only existing business, but developing new business by selling all Certara Software solutions by helping the top life sciences industry influencers transform their business. This is accomplished through extracting value from our innovative solutions resulting in organizational transformation, digitalization and accelerating science.

The role requires industry knowledge including: competitive landscape, solution linkage by identifying customer challenges, understanding and uncovering key requirements and properly positioning our software solutions within your assigned accounts. This role requires strong initiative, self-motivation and collaborative skills to work with core team members, other Certara divisions and Certara strategic partners (Accenture, ZS, Cognizent etc.) to drive value and grow business. The ideal candidate for this position will possess a strong complex sales aptitude and a willingness to grow sales utilizing complex sales and consultative methodologies and other modern selling approaches.

## **Responsibilities**

You will build virtual global teams to develop, coordinate, and implement plans designed to increase existing business and create/capture new opportunities worldwide within your accounts. As part of the sales approach virtual teams will assist you in conducting Business Value Assessments within your named accounts to help them build a business case based on value approaches resulting in Value Identification, Value Delivery, Value Realization and Value Measurement. You must be keenly aware of organizational growth initiatives related to the life science market and target customer segments, as well as Certara's potential to meet customer needs with software solutions and services. Ultimately, you are responsible for the bookings

and revenue growth through value creation for your customers by accomplishing the following:

- Establish multiple-level contacts within assigned accounts by presenting to, consulting with, and cultivating relationships at all influencers levels including C-level executives.
- Qualify assigned companies and contacts to understand key needs/challenges through identification, discovery, planning and account/stakeholders qualifications; develop and effective "Stakeholder's Analysis" and execute on the "People Plan" to effectively move "detractors to supporter" as one the "political" landscape and influencer model as part of this critical skill.
- Grow sales by successfully initiating client contacts, generate new leads within your accounts (Whitespace Analysis), and building a strong pipeline of new business/growth from lead qualification to closing. Generate new interesting in Solutions with Account Based Marketing approaches.
- Develop account specific solution strategies, activities and presentations and contribute to the RFP/RFI response and proposal process, developing appropriate value based win strategies based on your knowledge of the account.
- Experience in implementing effective Governance models between solution providers/partners and customers resulting in true strategic "partnerships".

### **Additional Key Responsibilities:**

- Qualify companies and contacts to understand key needs/challenges through identification,

discovery, planning and account/customer qualifications.

- Develop account specific solution presentations and contribute to the RFP/RFI response and proposal process, developing appropriate win strategies based on your knowledge of the dynamics in each accounts.
- Create and manage strategic account plans for all key accounts resulting in growth for all solution portfolios.
- Work with marketing to formulate lead-generation plans that will lead to new revenue generation opportunities for each solution portfolio, using Account Based Marketing and other effective approaches tailored to the growth plan in each of your accounts.
- Participate in Quarterly Business Reviews (QBR's) to provide transparent, up to date information about your assigned strategic accounts and the sales path forward to produce growth results. Reveal progress on each account "Whitespace Analysis".
- Participate in industry events (e.g scientific, medical and clinical conferences) by providing thought leadership, strategic positioning and other activities resulting in enhanced relationship building with key influences in your named accounts (but also other accounts as encountered) to represent Certara's Software solutions and the value they bring to the life science enterprise.
- Document communication/discussions and all opportunity details in to ensure a tracked record of existing correspondence and/or future next steps required.
- Provide accurate forecasting and other analysis as required.
- Utilize market knowledge and industry contacts to grow the Software business in line with agreed commercial goals. This will include pursuing new product opportunities, identifying new contacts and accounts, and broadening the range of business in existing accounts.
- Meet/exceed sales quota on a monthly, quarterly and annual basis.
- Follow Certara processes and best practices for properly working Marketing Qualified Leads (MQL's) and participate in enhanced modern business development processes for not only assigned accounts but across the business overall.
- Execute and manage effective account Governance model within assigned accounts.

## **Qualifications**

- 10+ years as a Senior Sales Account Manager, preferably selling enterprise B2B SaaS solutions.

- Bachelors degree required and advanced degree preferred.
- Excellent communication skills, both verbal and written.
- Strong consultative selling skills are required in addition to proven experience with modern enterprise selling methodologies and supporting skills (effective negotiation skills etc.).
- Highly successful in providing forecasting accuracy.
- Attention to detail for capturing all sales interaction into Salesforce
- Strong organizational skills with the ability to multi-task and set priorities
- Ability to work in a high energy team environment
- Proven track record of high level of sales performance in a competitive, dynamic enterprise software space, perferrably in the LifeSciences industry.)
- Understanding of the scientific and clinical enterprise software industry landscape is preferred.
- Strong collaboration skills is essential.

Certara bases all employment-related decision on merit, taking into consideration qualifications, skills, achievement, and performance. We treat all applicants and employees without regard to personal characteristics such as race, color, ethnicity, religion, sex, sexual orientation, age, nationality, marital status, pregnancy, physical or mental condition, genetic information, military service, or other characteristic protected by law.

[Apply Now](#)

#### **Cross References and Citations:**

- 1. Global Account Manager Vietnamjobs Jobs United KingdomVietnamjobs ↗**
- 2. Global Account Manager SearchaustralianjobsJobs United Kingdom Searchaustralianjobs ↗**
- 3. Global Account Manager Gamejobs Jobs United KingdomGamejobs ↗**
- 4. Global Account Manager NewyorkjobsJobs United KingdomNewyorkjobs ↗**
- 5. Global Account Manager Newyorkcareerhub Jobs United KingdomNewyorkcareerhub ↗**
- 6. Global Account Manager Financialjobs Jobs United KingdomFinancialjobs ↗**

7. Global Account Manager Anyeventhire Jobs United KingdomAnyeventhire ↗
8. Global Account Manager Workjobs Jobs United KingdomWorkjobs ↗
9. Global Account Manager HoustonjobsJobs United KingdomHoustonjobs↗
10. Global Account Manager Openairmedia Jobs United KingdomOpenairmedia ↗
11. Global Account Manager Veterinaryjobs Jobs United KingdomVeterinaryjobs ↗
12. Global Account Manager AfricajobscentralJobs United KingdomAfricajobscentral↗
13. Global Account Manager JavajobsJobs United KingdomJavajobs↗
14. Global Account Manager Venezuelajobs Jobs United KingdomVenezuelajobs ↗
15. Global Account Manager DhakajobsJobs United KingdomDhakajobs↗
16. Global Account Manager Indonesiajobs Jobs United KingdomIndonesiajobs ↗
17. Global Account Manager ExpertiniJobs United KingdomExpertini↗
18. Global Account Manager Logisticsjobs Jobs United KingdomLogisticsjobs ↗
19. Global account manager Jobs United kingdom ↗
20. AMP Version of Global account manager ↗
21. Global account manager United kingdom Jobs ↗
22. Global account manager JobsUnited kingdom ↗
23. Global account manager Job Search ↗
24. Global account manager Search ↗
25. Global account manager Find Jobs ↗

Source:<https://uk.expertini.com/jobs/job/global-account-manager-united-kingdom-certara-768e2ee2e2/>

Generated on: 2024-04-28 by Expertini.Com