

United Kingdom Jobs Expertini®

Key Account Manager

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Company: IDEaS Revenue Solutions

Location: United Kingdom

Category: other-general

Passionate people. Loyal clients. Leading solutions.

With a rich culture of creative collaboration and professional growth, IDEaS' team members build successful careers with us.

IDEaS is proud to be a global powerhouse of innovation and excellence; challenge and reward. No matter where we're working, our teams come together to create leading revenue management solutions that accelerate our clients' growth through revenue optimization.

Now we just need you!

The Key Account Manager (Sales Specialist) is responsible to sell IDEaS Revenue Management Solutions and Services to assigned existing account(s) through a direct sales approach. This role works in collaboration and alignment with the Sr Account Executive and AVP to drive growth and achieve strategic account and company goals. This role is critical in scope and responsibility and is key to achieving company growth. For this role you must be fluent in French to at least business level.

What you'll be doing...

Build and drive sales for all IDEaS revenue management solutions: software, services, and consulting offerings in the assigned account(s).

Develops, identifies, qualifies and pursues growth opportunities for existing assigned account(s) by managing and influencing requirements to gain competitive edge and through execution of strategic sales campaigns.

Creates and presents sales proposals and systems solutions to successfully communicate the value of the company's products and services. Leverages solution engineering and client success resources as appropriate.

Meet and exceed sales targets.

Plan, develop and implement the growth strategy for the assigned account(s) with guidance from Sr Account Executive and AVP Account Management, identifying and addressing key marketplace needs that can benefit most from revenue optimization initiatives.

Collaborates with assigned Sr Account Executive to sell specified software, solutions and/or services to existing clients in line with agreed global strategy

Initiates and supports lead generation activities. Integrates strategy into overall account plan. Qualifies leads by analyzing business drivers and technical fit for available solutions.

Uses expert domain knowledge to fulfill a wide range of requests for information from existing customers to support account penetration.

Qualifies opportunities according to established process.

Prepare client proposals and contracts through Salesforce.com as needed

Utilize salesforce.com to track and monitor activities, contacts, accounts, leads, and opportunities.

Provide regular forecast reports and updates for the assigned account(s).

Assist in corporate lead generating activities and support of account/industry trade shows/events.

What you'll bring to us...

5+ years of progressive experience in a direct sales role within the hospitality or software industry.

Demonstrated success and overachievement of value proposition sales (volume, market share growth, sales quota, competitive rank, awards, etc.)

French Fluent Speaker, Read and Write.

Experience in selling software or Technology solutions, coupled with knowledge of the hospitality industry /

technology used within hotels.

Excellent consultative and listening skills with a strong ability to communicate across a range of diverse cultures and corporate levels, including Executive Management (C-Level) teams.

Ability to communicate complex topics in writing and verbally to users, business, and technical persona.

Strong business acumen with ability to translate complex business problems and identify workable solutions.

Ability to travel 50%

We Support Who You Are....

As a global company, we strive to create an inclusive environment where diverse perspectives spark innovation and meet the challenges of an evolving world. Whether you're launching a new career or expanding your current one, IDeaS is a company where you can balance great work with all other aspects of your life.

At IDeaS, we also aspire to live our values each day by being Accountable, Curious, Passionate and Authentic. And we continue our quest to build a more inclusive environment that attracts, represents and provides a place for diverse ideas, unique perspectives, and authentic voices.

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