

## Product Account Manager - UK

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Company: BMC Software, Inc.

Location: United Kingdom

Category: other-general

### Description and Requirements

#LI-JM1

#### **At BMC trust is not just a word - it's a way of life!**

We are an award-winning, equal opportunity, culturally diverse, fun place to be. Giving back to the community drives us to be better every single day. Our work environment allows you to balance your priorities, because we know you will bring your best every day. We will champion your wins and shout them from the rooftops. Your peers will inspire, drive, support you, and make you laugh out loud! We help our customers free up time and space to become an Autonomous Digital Enterprise that conquers the opportunities ahead - and are relentless in the pursuit of innovation! BMC Software Sales Professionals have the power to transform entire organizations. With your high-energy, dedication, and passion you will focus on designing and executing a go-to-market strategy, delivering revenue growth and customer happiness. If you are looking for a company that gives you the freedom to expand your role, focuses highly on your professional development through continuous enablement, gives you an environment where you would feel happy to come to work, then BMC is the place to be. Join us as a Product Account Manager for Digital Service Operations Management (DSOM)! Within BMC's industry-leading Digital Services and Operation Management product line we have many interesting SaaS products, in the fields of: Predictive IT service management, Automatic discovery of inventories, intelligent operations management, and more! As a Product Account Manager for DSOM, you will own a territory where you will drive market demand into some of the most prestigious enterprise customers and new logo

accounts. **Here is how, through this exciting role, you will contribute to BMC's and your own success:** Responsible as a primary quota carrier for driving new business within our growth enterprise accounts, through building an effective pipeline and execute a value selling process, while continuously exceeding your targets. • Act as the main point of contact for your customers. Throughout the full sales cycle, you will be supported by top talented, product specialized Account Managers, Solution & Value Engineers, as well as a full ecosystem dedicated to BMC's main strategy: Customer centricity. • Be the Business Owner of your territory to increase our footprint, build larger deals, and help BMC remain in its well-deserved Market Leader position. • Lead as a BMC brand ambassador both internally and externally and build trust and confidence with customers, partners and colleagues through integrity and professionalism. • As every BMC employee, you will be given the opportunity to learn, be included in global projects, challenge yourself and be the innovator when it comes to solving everyday problems. **To ensure you're set up for success, you will bring the following skillset & experience:** • You can embrace, live and breathe our BMC values every day! • You know what it takes to be a real business hunter and have previously demonstrated your ability to further develop your business as a trusted partner by an in-depth understanding of pipeline, business practices, industry trends, and competitive landscape. • You can work effectively as a team member while also providing team-on-team leadership and orchestrating the internal and external resources needed to effectively manage the sales process. #LI-Remote

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