

United Kingdom Jobs Expertini®

Sales Account Executive

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Company: SymphonyAI Retail

Location: United Kingdom

Category: other-general

JOIN US! We are expanding and seek Salespeople to join our European team based in the UK!

THE OPPORTUNITY

If you love being client facing, being part of a team and selling exciting solutions in a company that will look after you - then this role is for you!

Reporting to the SVP Sales for Europe and International, you will be a key member of the team building the sales pipeline from target/suspect levels through to close for the Customer Centric Retailing Solutions in the Symphony RetailAI portfolio. This covers our Customer Insights (including CINDE) and Category Planning software solutions.

You will build and nurture client relationships, develop compelling client presentations and proposals and actively secure support from other areas of the business to help drive business growth in the UK and Europe.

We are looking for Sales expertise in Customer Insights / Category Planning

KEY ACTIVITIES

Drive sales growth for Symphony RetailAI solutions across the UK and European market.

Maintain a continuous source of potential leads to seek meetings with and present the value of our solution capabilities

Work closely with marketing and business development on developing lead generation

campaigns and then executing with the sales team.

Qualify new leads and determine ways to access senior leadership, preparing appropriate sales and presentation materials to engage the prospective clients.

Provide clarity on product and service sales opportunities of potential clients.

Assess new ideas and opportunistic areas Symphony RetailAI could deliver against to secure new business

Lead the contract negotiation and work closely with the creation of the account team to service the new client

Collate competitive intelligence for dissemination across Symphony RetailAI and become an authority on our competitor set, their products services and commercial models

KEY CRITERIA

Bachelor's degree or equivalent

Strong prior experience in "hunter" role in sales

Experience in successfully influencing senior executives

Demonstrable experience selling value to customers, including being able to speak to increasing revenue by engaging customers with the value and long-term vision our solutions will provide.

Extensive experience selling software solutions for Grocery retail along with meeting and exceeding quotas.

You'll bring a strong knowledge of the retail market for high-volume grocery, Convenience and DIY.

A proven sales record of success and demonstrable evidence of partnering closely with Presales experts.

You'll bring a strong network of existing grocery retail contacts and have a strong and demonstrable history of working with Tier 1 & 2 retailers

A record of dealing with large accounts together with a knowledge and experience of selling

large scale SaaS deals is essential.

Exceptional candidates will also bring experience of converting customers from perpetual to SaaS

You'll be strong in opening, negotiating and closing deals and someone who partners across an organization to be successful.

Demonstrated drive, initiative and flexibility.

Exceptional relationship building skills

Excellent communication/presentation (verbal and written). Written communication – creation of clear, concise and actionable materials for the client

Structured, logical approach to problem solving

Fluency in English. Additional European languages would be a bonus!

Why Symphony RetailAI?

Start-up spirit within a large international company

Exciting technology including Artificial Intelligence

Communication, Innovation and Collaboration are among our watchwords

We will support and explore your ideas : if you can do it better, we want you to show us!

Our teams comprise incredibly talented and passionate people who love what they do

We will support your career growth and development

Generous benefits including flexible working, private healthcare, company contribution to pension, fitness reimbursement scheme, social and charity activities, generous holiday entitlement that increases with service and... your birthday off!

Other useful information:

Permanent, full time position

Competitive Annual Salary with Commission

Home based role with travel to UK/European based clients

#LI-EH1

#LI-Remote

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