

# United Kingdom Jobs Expertini®

## Senior Account Executive - EMEA - Contractor Management

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Company: Remote

Location: United Kingdom

Category: other-general

### **All of our positions are fully remote. You do not have to relocate to join us!**

What this job can offer you Sales helps our prospective customers and active customers to fully experience our Global HR Platform! We are the team that responds to incoming queries and helps customers understand how to maximize Remotes full suite of products to meet their employment needs. We enable them to embody our value of Transparency and we have a fair price guarantee! This is an exciting opportunity to build out Remotes name, reputation, and Contractor platform for either the UKI or DACH market as a **Senior Account Executive**.

This is a pure hunting role as a driving net new business for Remote. What you bring Proven success in building key customer relationships, including key decision makers and champions to be able to drive successful client outcomes, grow accounts and drive revenue outcomes

High level of integrity and work ethic

Self-motivated and self-directed; able to work independently and as an active member of the team

Excellent in multitasking, prioritization, and time management

In-depth knowledge of sales processes, demonstrated ability to qualify opportunities involving multiple key decision makers, initiate and convert prospects, close deals and achieve sales quota

Aptitude and eagerness to form deep senior-level relationships across customer organizations

with proven track record in working with small to large-sized companies and senior-level personas

4+ years of previous experience as an Account Executive or related SaaS sales experience preferred

Strong problem-identification and objection-resolution skills

Ability to confidently make cold calls to build pipelines

Ability to build trust with a client and work as an advisor

Demonstrated ability to forecast sales to achieve targets every month

Experience with customer relationship management (CRM) tools

Excellent customer service skills

In-depth understanding of company services and its position in the industry

Excellent verbal and written communication skills (English)

Experience in the HR industry is a plus

It's not required to have experience working remotely but considered a plus

Key Responsibilities

Create 'Land' opportunity deals that include detailed notes with accurate close dates

Maintain a clean and current pipeline of volume-based, high-velocity opportunities

Efficiently present and deliver all information to potential clients

Proactively answer potential client questions and follow-up call questions in a prompt manner

Internal collaboration and communication with key departments that support client process, experience, and support

Close sales deals efficiently while kindly guiding clients through the process

Provide proactive support and coaching to Account Executives in the team through their deal processes

Meet and exceed sales quota based on role level and manage the entire sales cycle

Identify new opportunities and manage the entire sales cycle from prospecting to close

Understands the communication needs of small, mid-sized, and large business customers, and designs solutions to meet those unique business needs.

Self-generates leads by contacting prospective clients by telephone, cold call premise visits, networking, and industry events.

## **Practicals**

**You'll report to:** Manager, Sales - EMEA

**Team:** Sales

**Location :** EMEA

**Start date:** As soon as possible

**Remote Compensation Philosophy**Remote's is to ensure fair, unbiased compensation and fair equity pay along with competitive benefits in all locations in which we operate. We do not agree to or encourage cheap-labor practices and therefore we ensure to pay above in-location rates. We hope to inspire other companies to support global talent-hiring and bring local wealth to developing countries. At first glance our salary bands seem quite wide - here is some context. At Remote we have international operations and a globally distributed workforce. We use geo ranges to consider geographic pay differentials as part of our global compensation strategy to remain competitive in various markets while we hiring globally. The base salary range for this full-time position is between \$44,150 USD to \$149,075 USD. Our salary ranges are determined by role, level and location, and our job titles may span more than one career level. The actual base pay for the successful candidate in this role is dependent upon many factors such as location, transferable or job-related skills, work experience, relevant training, business needs, and market demands. The base salary range may be subject to change. **Application process** Roughly 4 hours across 6 weeks

Interview with recruiter

Async Exercise

Interview with future manager

Interview with Executive

#LI-DNP

## Benefits

Our full benefits & perks are explained in our handbook at [. As a global company, each country works differently, but some benefits/perks are for all Remoters:](#)

work from anywhere

unlimited personal time off (minimum 4 weeks)

quarterly company-wide day off for self care

flexible working hours (we are )

16 weeks paid parental leave

mental health support services

stock options

learning budget

home office budget & IT equipment

budget for local in-person social events or co-working spaces

## How youll plan your day (and life)

We work async at Remote which means you can plan your schedule around your life (and not around meetings). Read more at [.](#)

You will be empowered to take ownership and be proactive. When in doubt you will default to action instead of waiting. Your **life-work balance** is important and you will be encouraged to put yourself and your family first, and fit work around your needs.

If that sounds like something you want,

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