

Senior Account Executive

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Company: Upland Software

Location: United Kingdom

Category: other-general

Responsibilities

for this role:·Manage sales through forecasting, account resource allocation, account strategy, and territory planning·Develop solution proposals encompassing all aspects of our service offering·Drive the presentation and sales of a value proposition·Negotiate pricing and contractual agreement to close the sale·Identify and develop strategic alignment with key third party influencers·Deep understanding of enterprise sales with the ability to communicate the Upland business value to prospects·Work hand-in-hand with our marketing and service leads to drive lead generation and execution strategies that deliver results·As an Sr. Enterprise Account Executive, you will be selling to our top prospects and working with Fortune 1000 caliber clients·You will execute on the account plan to deliver maximum revenue potential·Manage complete and complex sales-cycles often presenting to VP & C-level executives, the value of our full suite of applications·Accurately and regularly forecast sales activity and opportunity management in ·Evangelize the Upland vision through product demonstrations, in-market events, and account specific initiatives

Requirements: ·5+ years of SaaS experience; quota-carrying software or technology sales·Experience managing the sales cycle within the prospect/customer from business champion to the C level·Track record of success in enterprise solution sales for solution offerings with demonstrable proof of over-achieving quota (top 10-20% of company) in past positions·Demonstrate an understanding of repeatable selling techniques·Experience managing and closing complex sales-cycles demonstrating ownership of all aspects of territory management across a wide variety of verticals including Legal, High-Tech, Healthcare,

Insurance and Services·Polished executive presence and interpersonal communication skills·Travel as required, up to 30% including some internationally **Desired Skills:**

·Consistently strong personal earnings in past Account Executive roles while carrying approximately a \$1M quota·Previous Sales Methodology training, strong customer references, and CRM experience·Previous experience selling into the enterprise space and offering solutions in the search category of products·Strong computer skills, including , Microsoft Word, PowerPoint, Excel, and other industry leading sales enablement technologies·College or University Degree preferred·Highly Motivated and pro-active individual with a drive to succeed

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