

# United Kingdom Jobs Expertini®

## Senior Account Manager- London

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Company: Tink

Location: United Kingdom

Category: other-general

Today, our ground-breaking technology is transforming banks and countless customer experiences across Europe. From collecting or analyzing data, to obtaining insights and generating tailored advice and product recommendations - we help our customers deliver a more personal, intelligent financial experience to their users. Through our technology, our mission is to help people understand their finances and empower them to make smarter decisions.

This will be a key hire for us in order to accelerate growth with our current customers, naturally consisting of the UK and Ireland's most successful banks and fintechs. So we need a true business generator who understands the transformation financial institutions are going through.

You'll manage some of our most important customer relationships in the region, while driving innovation with our partners to develop the financial services of the future. You run the daily operations by handling customer needs and ensuring we continuously work towards exceeding their expectations. By utilizing your internal network and engaging internal resources you will secure our clients success and ultimately uphold customer retention as well as creating new business opportunities.

As an essential part of our sales team, you will help to design, drive and execute our UK and Ireland sales and growth strategy. This is a real opportunity to build a strong network, as a trusted adviser to leading financial institutions.

**What you'll do:**

Be accountable for all commercial activities and initiatives across multiple strategic accounts

Drive revenue growth and generate new sales, upselling and cross-selling with our existing customers

Identify our key customers' business models and target opportunities for innovation – to deliver an outstanding product tailored to their needs

Work closely with multiple stakeholders to build and develop valuable, strategic relationships and to be known as the trusted advisor across all accounts

Be the main point of contact on the account to the wider Tink business, understanding and owning all internal communications and updates

Provide guidance and support on major contract negotiations

Develop and execute an account and portfolio management strategy

**What we need:**

Experience

5+ years of account management and/or enterprise sales, preferably in the Financial Services/Technology space, with a clear track-record of meeting and exceeding revenue goals as well as upselling across previously managed accounts

Leadership experience and proven influencing, selling and negotiation skills

Preferably working with deeply-integrated solutions that support the programmatic delivery of financial services

Experience from a fast-paced high-growth organization working innovative disruptive products is highly meriting

Direct experience of working with key strategic stakeholders at large organisations, ideally in the Financial Services industry

Skills

Highly skilled in delivering sales strategies

Excellent business presentation skills

Ability to liaise with and influence key stakeholders

Hands-on mentality – able to balance long-term strategic goals with short-term operations and execution

A team player with exceptional people skills

Professional proficiency and fluency in English.

We are reviewing applicants continuously. We're looking forward to your application!

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