

United Kingdom Jobs Expertini®

Talent Pool - Sales Senior Account Manager

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Company: Xero

Location: United Kingdom

Category: other-general

Xero is a beautiful, easy-to-use platform that helps small businesses and their accounting and bookkeeping advisors grow and thrive. At Xero, our purpose is to make life better for people in small business, their advisors, and communities around the world. This purpose sits at the centre of everything we do. We support our people to do the best work of their lives so that they can help small businesses succeed through better tools, information and connections. Because when they succeed they make a difference, and when millions of small businesses are making a difference, the world is a more beautiful place. **Express your interest in joining Xero!** We're on the lookout for Senior Account Managers to make an impact in the dynamic SaaS industry and would love to keep you in mind. If you enjoy being in field sales and building your own portfolio of our amazing Accounting Partners, submit your CV and we'll be in touch when there's a great fit for you **How you'll make an impact** As a Senior Account Manager (SAM), you are responsible for managing, developing and growing large and mid-tier Accounting Partners by helping them to develop and execute a digital strategy. The overall aim is to support their continual success in migrating clients on to the Xero platform. This is a field based role requiring extensive appointment making, meeting management and travel around your allocated territory. You'll form great relationships with your Accounting Partners and also work closely with your Senior Account Management colleagues to make sure that you and your colleagues are working in the best way to support Xero's success overall. **Which locations will you be covering?** This is a remote field sales role. Our team of Senior Account Managers are nationwide, you will have your allocated territory to hone in. To list a few of the territories (this is not an exhaustive list):- Scotland- Northern

Ireland- North East England (inc. Yorkshire, Tyneside)- South East England (inc. London, East Anglia)- South West England (inc. M4 Corridor, West Country) **Ready to apply** We'd love for you to express your interest! In your application, please share how your skills and expertise make you the right fit for this role and we'll be in touch when we're hiring. We may not reach out immediately, but we're looking forward to having you join our talent pool in the meantime. **Why Xero?** Offering very generous paid leave to use however you'd like (plus statutory holidays!), dedicated paid leave to care for your physical and mental wellbeing as well as an Employee Assistance Program to access mental health care for you and your family, private medical insurance, gym passes, employee resource groups, 26 weeks of paid parental leave for primary caregivers, an Employee Share Plan, beautiful offices, flexible working, and many other benefits that reflect our human value, you'll do the best work of your life at Xero. Research has shown that women and underrepresented groups are less likely to apply to jobs unless they meet every single competency or experience . If you are excited about this role, but your past experience doesn't align perfectly, we encourage you to apply anyway. You could be just the right person for this role and Xero. If you have any support or access requirements, we encourage you to advise us at time of application and throughout the interview process.

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