

# United Kingdom Jobs Expertini®

## Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK

[Apply Now](#)

Company: Juniper Networks

Location: United Kingdom

Category: other-general

At Juniper, we believe the network is the single greatest vehicle for knowledge, understanding, and human advancement the world has ever known.

To achieve real outcomes, we know that experience is the most important requirement for networking teams and the people they serve. Delivering an experience-first, AI-Native Network pivots on the creativity and commitment of our people. It requires a consistent and committed practice, something we call the Juniper Way.

Juniper is changing what's possible in networking. We're going beyond building the networks customers expect — we're building the networks customers deserve. And the world is taking note. But to continue to excel, we have work to do. Change in our industry is accelerating. To power connections and empower change, we need radical thinkers, eternal optimists, and energized personalities. We need people like you.

Success requires big thinking and high-reaching goals. Our culture breeds innovation. Here, you will have the opportunity to take chances and let your ideas grow. You will be supported by thoughtful, inclusive, and accessible leaders. You will have every chance to be a part of the conversation and seize our momentum. Your career will be better for it.

We strive to deliver network experiences that transform how people connect, work and live. We Power Connections, Empower Change, and we do that through our core values Being Bold, Building Trust and Delivering Excellence.

Do you want to be part of a company that is on the cutting edge of technology?

Do you challenge the status quo?

Do you like being challenged?

Then we should talk.

The Virtual Strategic Account Manager is responsible for developing incremental business with new and existing commercial customers leveraging Juniper's world class partner ecosystem.

The candidate will excel in this dynamic role by leveraging a team of Sales Development Representatives, Partner Account Managers, and Sales Engineers to support growth of their territory.

Does this sound like you?

### **Profile**

Hunter mentality, self-motivated, self-starter, takes initiative

Willingness to be learn, grow, and be coached

Manage opportunities, quota attainment, sales presentations, short-term, mid-term, and long-term opportunity management

Responsible for building 3.5x pipeline

Engages resources, including the BU's to drive sales success

Provides accurate and timely forecasts to sales management

Well-organized and has strong follow through

Ability to understand and communicate complex technology, value propositions and solutions

Establishes and maintains effective relationships with customers/partners and gains their trust and respect

Wants to work in a dynamic and fast-paced environment

You will also need...

BA/BS degree or equivalent preferred with proven sales experience in the high-tech industry

Excellent communication skills with fluent English

Challenger Seller

Proven record of accomplishment of meeting/exceeding quota

Experience with CRM – SFDC knowledge preferred

Sales Development (SDR/BDR) experience preferred

Excellent business acumen

Good relationship building and consultative skills

Ability to prioritize in a dynamic, changing environment

## **ABOUT JUNIPER NETWORKS**

### **WHERE WILL YOU DO YOUR BEST WORK?**

Wherever you are in the world, whether it's downtown Sunnyvale or London, Westford or Bangalore, Juniper is a place that was founded on disruptive thinking - where colleague innovation is not only valued, but expected. We believe that the great task of delivering a new network for the next decade is delivered through the creativity and commitment of our people. The Juniper Way is the commitment to all our colleagues that the culture and company inspire their best work-their life's work. At Juniper we believe this is more than a job - it's an opportunity to help change the world...

[Apply Now](#)

### **Cross References and Citations:**

- 1. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK** [Searchnzjobs Jobs United KingdomSearchnzjobs ↗](#)
- 2. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK** [HongkongjobsJobs United KingdomHongkongjobs ↗](#)
- 3. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK** [OnlinecommunitycareerhubJobs United KingdomOnlinecommunitycareerhub ↗](#)
- 4. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK** [Universityjobsnearme Jobs United KingdomUniversityjobsnearme ↗](#)
- 5. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK** [Francejobs Jobs United KingdomFrancejobs ↗](#)

6. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [Jobs United KingdomJobsCanada ↗](#)
7. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [SearchCanadaJobs Jobs United KingdomSearchCanadaJobs ↗](#)
8. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [MineJobs Jobs United Kingdom MineJobs ↗](#)
9. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [JobsInNigeria Jobs United KingdomJobsInNigeria ↗](#)
10. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [MineJobs Jobs United Kingdom MineJobs ↗](#)
11. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [PhysicianJobsNearMeJobs United KingdomPhysicianJobsNearMe ↗](#)
12. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [ProgrammingJobsNearMeJobs United KingdomProgrammingJobsNearMe ↗](#)
13. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [InvestmentBankerJobs Jobs United KingdomInvestmentBankerJobs ↗](#)
14. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [TeachingAssistantJobs Jobs United KingdomTeachingAssistantJobs ↗](#)
15. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [NzJobsCareer Jobs United KingdomNzJobsCareer ↗](#)
16. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [BostonJobs Jobs United KingdomBostonJobs ↗](#)
17. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [TutorJobs Jobs United KingdomTutorJobs ↗](#)
18. Virtual Strategic Account Manager (Inside Sales) UK&I - Based in the UK [SerbiaJobs Jobs United KingdomSerbiaJobs ↗](#)
19. Virtual strategic account manager (inside sales) uk&i - based in the uk [Jobs United Kingdom ↗](#)
20. AMP Version of Virtual strategic account manager (inside sales) uk&i - based in the uk  [↗](#)
21. Virtual strategic account manager (inside sales) uk&i - based in the uk [United Kingdom Jobs ↗](#)
22. Virtual strategic account manager (inside sales) uk&i - based in the uk [Jobs United Kingdom ↗](#)

- 23. Virtual strategic account manager (inside sales) uk&i - based in the uk Job Search ↗
- 24. Virtual strategic account manager (inside sales) uk&i - based in the uk Search ↗
- 25. Virtual strategic account manager (inside sales) uk&i - based in the uk Find Jobs ↗

Source: <https://uk.expertini.com/jobs/job/virtual-strategic-account-manager-inside-sales-u-united-kingdom-juniper-networks-882ae766e7/>

Generated on: 2024-05-02 by Expertini.Com