

Enterprise Account Manager

As a field based Account Manager, you will directly impact the velocity of growth at Prelert by focusing on Global 2000 and other strategic accounts. You will use your IT expertise, leadership skills and influencing skills to challenge the way IT Executives, Business Owners and Decision Makers think about their approach to Predictive Analytics and Data Science. You will be responsible for prospecting, lead generation and selling Prelert's award winning software. You have a proven track record of success selling software or services and in building beneficial, lasting relationships with customers.

Responsibilities:

- Meet/exceed assigned sales revenue goals
- Inbound lead follow-up & Outbound lead generation
- Qualifying leads to create, manage, and close business opportunities
- Manage accounts by building and fostering client relationships through personalized contact, understanding of client's needs, and ability to communicate solution values of products and services
- Accurately forecast opportunities based upon realistic assessments
- Regular travel required (60%)

Requirements:

- 8+ years of experience in selling enterprise IT solutions with demonstrated ability to exceed a \$2M sales quota.
- Sold IT solutions such as APM, software security, big data, software analytics
- Consistent track record of success in consultative sales environments
- Experience developing new business (hunter) and managing sales cycle, from generating leads through closing
- Recent history of over achieving quota (President's Club, Trip Winner, Over Achiever)
- Startup experience a huge plus
- A logical and analytical thinker with strong technical aptitude
- Demonstrated negotiation skills
- Exceptional organizational skills with the proven ability to prioritize and complete multiple tasks to meet deadlines
- Self-starter able to work independently but also a contributing member of a team
- Highly motivated and professional, with excellent communication and interpersonal skills