



## DACH Regional Account Manager – Financial Institutions

The person in the DACH Regional Account Manager role will be selling the services of Confirmation to financial institutions in the Germanic speaking DACH region. The objective of the role is to add financial institutions to the network, perform ongoing account management to keep growing revenue from those financial institutions, and drive the usage of the service in the country.

### Responsibilities

- Develop and implement a sales strategy to achieve revenue growth objectives in Germany.
- Identify and meet with key decision makers in financial institutions to sell the solution.
- Build and expand the bank network by targeting banks of all asset sizes promoting the value of the service.
- Continue to identify and add new business lines and departments.
- Perform ongoing account management.
- Develop and expand business relationships with senior key stakeholders and promote the strategic benefits of solution.
- Secure “exclusive” arrangements with financial institutions.
- Drive increased adoption across the country through training and onsite meetings.
- Attend client meetings, tradeshow, user groups, and key conferences. Educate, drive adoption, and promote growth.
- Work with the Marketing team to plan and drive strategic initiatives, programs, messaging and campaigns within the country.
- Provide market feedback to the Product team that enhances the current offering.
- Develop a detailed understanding of solution in order to actively train users and demo the product to prospective new clients.
- Work closely with the Customer Service team to support financial institutions with their day to day requests.
- All other duties as assigned.

### Qualifications

- Bachelor’s degree preferred
- 4+ years of experience selling to financial institutions

### Travel

- This position requires approximately 30% travel.
- Travel is largely self-driven and scheduled as and when meetings and trainings are booked.
- Blocks of travel will not be required for more than a few days at a time.

### Compensation

- Compensation commensurate with experience and education.

### About Confirmation

Confirmation is the world’s leading provider of secure online audit confirmations. Today, more than 16,000 audit firms use Confirmation to send audit confirmation requests to companies, financial institutions and law firms worldwide. For more information, visit [www.Confirmation.com](http://www.Confirmation.com).

Apply on our website or send cover letter and resume to [careers@confirmation.com](mailto:careers@confirmation.com).