



DACH Regional Account Manager – Audit Firms

We are seeking Regional Account Manager - Germany to join the Confirmation team in our London office. This is a sales and account management role, selling the services of Confirmation to audit firms in Germanic speaking DACH region. The objective of the role is to add audit firms of all size, and maintain relationships with them to drive usage of the service. This role will contain elements of new business sales, as well as existing account management responsibilities.

Responsibilities

- Develop and implement a sales strategy to achieve revenue growth objectives.
- Identify and meet with key decision makers in the firm to sell the solution.
- Build and expand the audit firm network by targeting audit firms of all sizes, promoting the value of the service.
- Perform ongoing account management.
- Develop and expand business relationships with audit managers and supervisors, as well as training managers of the audit firms, and promote the strategic benefits of solution.
- Drive increased adoption across the region through training, onsite meetings, and marketing initiatives.
- Attend client meetings, tradeshows, user groups, and key conferences. Educate, drive adoption, and promote growth.
- Partner with audit associations and maintain relationships with them.
- Work with the Marketing team to plan and drive strategic initiatives, programmes, messaging and campaigns within the region.
- 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 audit firms with their day to day requests and tasks.
- All other duties as assigned.

Qualifications

- Experience in audit, professional accounting qualification preferred.
- Undergraduate degree with Major in Accountancy/Finance preferred.
- Understanding of the audit industry, audit process.

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.