



## Regional Account Manager – Mexico & Central America

The Regional Account Manager for Mexico and Central America at Confirmation will drive adoption within the region by actively meeting with key members of both the responder and requestor network. This includes accounting firms, financial institutions, and law firms.

### Responsibilities

- Develop and implement a territory strategy to achieve revenue growth objectives.
- Identify and meet with key decision makers of top banks within region with goal of having them join the Confirmation network.
- Build and expand bank network by targeting banks of all asset size promoting value of solution.
- Continue to identify and add new lines of business and departments.
- Perform ongoing account management of responder network.
- Develop and expand business relationships with senior members of key clients and promote strategic benefits of solution.
- Secure exclusive arrangements with financial institutions.
- Drive increased adoption across region through training, onsite meetings, and marketing initiatives.
- Attend client meetings, tradeshow, user groups, and key conferences. Educate, drive adoption and promote growth.
- Work with Marketing to plan and drive strategic initiatives, programs, messaging and campaigns within region.
- Provide market feedback to Product team helping to enhance offering.
- Develop detailed understanding of solution in order to actively train users and demo product to prospective new clients
- All other duties as assigned.

### Qualifications

- Bachelor's or advanced degree preferred.
- 7+ years of sales and/or account management experience.
- Accounting (Audit) or Banking background preferred.

### 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 [Confirmation.com](http://Confirmation.com).

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