

Regional Account Manager - Financial Institutions and Accounting Firms - Ireland

We are seeking Regional Account Manager - Ireland to join the Confirmation.com team in our London office. This position will concentrate on data collection and analysis of sales-related information and statistics in order to accurately and effectively plan interactions with Accounting Firms, Financial Institutions, and Law Firms. This position will also produce proactive action plans that increase brand awareness of company products in these markets. The person in this position will also drive adoption within region by actively meeting with key members of both the responder and requestor network. This role will contain elements of new business sales, as well as existing account management responsibilities.

Responsibilities

- Develop and implement a territory strategy to achieve revenue growth objectives.
- Identify and meet with key decision makers with goal of having them join the Confirmation.com network.
- Build and expand bank network by targeting banks of all asset size promoting value of solution. As banks are added, 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, programmes, messaging and campaigns within Region.
- Provide market feedback to Product helping enhance offering.
- Develop detailed understanding of solution in order to actively train users and demo product to prospective new clients.
- Develop and nurture strong customer contacts and positive, proactive relationships ensuring open streams of communication.
- All other duties as assigned.

Qualifications

- Undergraduate degree (BA, BS, etc.) preferred.
- 2+ years of experience in a similar role.
- Accountancy/Audit background preferred.

Travel

- This position requires up to 30% travel to meet with clients and prospects in Ireland.
- 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.com

Confirmation.com is the world's leading provider of secure online audit confirmations. Today, more than 16,000 accounting firms use Confirmation.com to send audit confirmation requests to companies, financial institutions and law firms worldwide. For more information, visit Confirmation.com.