

France – Account Manager – Public industry

We are looking for a Sales Account Manager who will be primarily responsible for hunting new customers by selling new products and services as well as working closely with our channel in a specific vertical.

Ideal candidates will have a minimum of 6 years of solution's oriented software sales, ideally ITIL software experience or SaaS Solutions, and will have a consistent track record of sales targets. Candidate will manage all aspects of the sales process including lead management, qualification, evaluation, close and account care and will play an integral role in the success of the sales team. This is a quota-carrying sales position.

The position will require the individual to drive and close business by direct sales model and will also work with value added resellers. Candidate should be able to demonstrate experience in running complex, solution based, sales cycle with Public administration and Government organizations.

Position requires regional travel.

Key Responsibilities

- ┌ Build high level relationship within large organizations, to bring on new customers
- ┌ Build pipeline
- ┌ Solely responsible for own revenue quota.
- ┌ Ability to close deals at a minimum level of €100K
- ┌ Ability to close deals directly and via channel

The position is France based (Paris area)