

Thoughtonomy - Job Description

Senior Client Manager | Public & Private Sectors

Thoughtonomy have just been acquired by the leading Global RPA provider Blue Prism. We are a UK based business headquartered in London with regional offices globally across all major continents.

Our proposition centres around a highly innovative Intelligent Automation SaaS platform which uses RPA (and other technologies) to deliver a Virtual Workforce® capability.

Our proposition is unique. Traditionally, RPA centres around the automation of a single process within a single function of a business. However, we have brought together 3 separate areas (RPA, Cognitive Services/Artificial Intelligence, and Cloud) to create a shared pool of resources (software robots) that are capable of performing work across multiple business functions (HR, Finance, Payroll, Operations etc.) with absolutely no change to the client's incumbent IT infrastructure or applications.

Thoughtonomy operate across both the private and public sectors.

The Role

Delivering this highly current and relevant proposition into key verticals across the UK Public & Private Sectors, we are now looking to extend the team with individuals to support the continued growth of our business on a national basis.

This will be a new business sales role with leads generated by channel partners, marketing but also directly by you, the Client Manager.

Standard sales cycle is 3-6 months. Deal sizes start at £50K for Proof of Value engagements and average out at c.£250-£400K TCV for contracted deals.

Within UK Public Sector our primary route to market is via the GCloud11 Framework; on which we are listed in all three lots.

Engagement is with business leaders; not primary IT. Therefore, a clear ability to correlate the Thoughtonomy proposition to business objectives as well as operating at CxO/Board level is imperative.

The role carries 3 target elements:

- Long term MRR - £80K pa (average deal size is £7.5K-£13k MRR)
- Short term MRR - £100K pa (average PoV deal size is £50K)
- Professional Services - £TBC

Capabilities & Attributes

- A proven track record and experience of engagement within the Central Gov, Local Gov, Health or Police sectors is a prerequisite.
- Gravitas / capability to engage and operate at CxO / Board level.
- Strong verbal & written presentation skills.
- High degree of common sense and business acumen.
- Able to operate in a fast-paced, dynamic and target oriented environment.
- Able to build tri-party relationships between a client authority and a partner eco-system, as well as engaging the market directly.
- Able to contribute a positive attitude, collaborative and strong work ethic to the team; whilst maintaining the highest level of ethical standards.
- A desire to enjoy your work and bring an element of fun to the role and team.

Ancillary Information

- Primarily based from our London office (St. Katherine Docks, E1W 1UN).
- Must be able to work flexibly from home or client site as work dictates.