

Account Executive

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Company: Wipro

Location: Copenhagen

Category: other-general

Account Executive in Copenhagen Denmark Your mission: The Account Executive is accountable for both farming (up-sell and cross-sell) and delivery in a large account/s. You will be responsible for driving profitable growth from the account by: Developing strategic relationships with decision makers and influencers in the customer's account Creating and sharing sales success stories Ensuring customer satisfaction through world class delivery Your tasks will include: Personnel Relationship building The Account Executive develops and strengthens relationships with decision makers and influencers in the account. He/she drive penetration in various functions including outside CIO. He/she should become a trusted IT advisor to the customer and should participate in his strategic planning The Account Executive builds a trusted group of referable contacts who can vouch Wipro. He/she executes a plan to develop allies and partner allies, builds personal connections and gains access to new contacts. He/she ensures a balance of customer engagement across business, management and operations. Account Management The Account Executive identifies opportunities of growth in the account and leads account strategy and planning. He/she drives penetration in the customer's business units and maintains a comprehensive account growth strategy. He/she regularly monitors sales trends, market dynamics and incorporates into existing account strategy and plan. You will be responsible of mentoring and nurturing the next line of leadership in the account team. He/she ensures high customer satisfaction, loyalty and quality of experience. You will communicate progress against account plan and other related developments to all relevant stakeholders. Delivery Management The Account Executive ensures cross-geographic synergies in project

management and delivery execution. He/she will be in charge of orchestrating internal resources in sales and delivery to give the customer an enhanced delivery experience. He/she conducts regular delivery reviews to prevent cost and schedule overruns. The Account Executive monitors key metrics on a regular basis and plans for initiatives and actions to be taken up to achieve cost optimization and improve service standards. He/she identifies potential weak areas in the delivery and devises corrective action plans to ensure on time and defect free delivery Resource and Solution Management He/she optimally utilizes the resources towards effective implementation of development and delivery plans He/she showcases Wipro's solutions as a strategic fit got the customer organisation through workshops, presentations and executive meetings. You will push for higher value services and solutions to the customer in line with Wipro's offerings. Skills and experience: At least 15+ years of experience in managing large accounts (above 10Mn USD) in the IT professional services field Experience in global service delivery models Strong background in Application Services and infrastructure services. Sales experience in Digital technologies is helpful Domain expertise and network in Financial Services industry, Consumer, Health/Pharma, Energy and Utilities industry in Nordics region. Fluency English language is required. Fluency in Danish preferred. Excellent ability to communicate effectively along vertical and horizontal lines internally and in client organization

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