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Account Executive - Denmark

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Company: NCR Corporation

Location: Denmark

Category: other-general

About NCR/VOYIX

NCR VOYIX Corporation (NYSE: VYX) is a leading global provider of digital commerce solutions for the retail, restaurant and banking industries. NCR VOYIX is headquartered in Atlanta, Georgia, with approximately 16,000 employees in 35 countries across the globe. For nearly 140 years, we have been the global leader in consumer transaction technologies, turning everyday consumer interactions into meaningful moments. Today, NCR VOYIX transforms the stores, restaurants and digital banking experiences with cloud-based, platform-led SaaS and services capabilities.

Not only are we the leader in the market segments we serve and the technology we deliver, but we create exceptional consumer experiences in partnership with the world's leading retailers, restaurants and financial institutions. We leverage our expertise, R&D capabilities and unique platform to help navigate, simplify and run our customers' technology systems.

Our customers are at the center of everything we do. Our mission is to enable stores, restaurants and financial institutions to exceed their goals – from customer satisfaction to revenue growth, to operational excellence, to reduced costs and profit growth. Our solutions empower our customers to succeed in today's competitive landscape.

Our unique perspective brings innovative, industry-leading tech to all the moving parts of business across industries. NCR VOYIX has earned the trust of businesses large and small — from the best-known brands around the world to your local favorite around the corner.

Title: Account Executive

Location: Copenhagen, Denmark

We are seeking a highly experienced Senior Account Manager with a proven track record of 5-10 years in selling software and services to the retail sector in Scandinavia. As a key member of our sales team, you will be responsible for cultivating and expanding relationships with existing clients, as well as identifying and securing new business opportunities within the retail industry.

Responsibilities :

Manage and grow a portfolio of retail clients in Scandinavia, ensuring customer satisfaction and retention. Develop and implement strategic account plans to achieve sales targets and revenue goals. Leverage your expertise in retail software and services to understand client needs and provide tailored solutions. Collaborate with internal teams, including product development and customer support, to ensure seamless delivery of services and solutions. Stay abreast of industry trends, competitor activities, and market dynamics to inform business strategies. Act as a trusted advisor to clients, offering insights and recommendations to optimize their use of our software and services.

Qualifications :

Bachelor's degree in Business, Marketing, or a related field.

Over 5 years of successful experience in B2B sales of software and services, preferably within the retail sector in Scandinavia.

Proven ability to meet and exceed sales targets and objectives.

Strong negotiation and interpersonal skills.

Willingness to travel extensively within Scandinavia.

Denish knowledge is a must.

Excellent communication skills in English; knowledge of additional Scandinavian languages is a plus.

Self-motivated, organized, and able to work independently.

If you meet these qualifications and are ready to take on a challenging and rewarding role, we invite you to apply and contribute to NCR Voyix success in the dynamic retail technology market.

The ideal candidate for this Senior Account Manager position would possess:

Experience: More than 5 years of successful track record in B2B sales of software and services, specifically within the retail sector in Scandinavia.

Education : A bachelor's degree in Business, Marketing, or a related field.

Sales Skills: Proven ability to meet and exceed sales targets and objectives, coupled with strong negotiation and interpersonal skills.

Industry Knowledge: In-depth knowledge of the retail industry, including understanding of software and service needs within this sector.

Communication: Excellent communication skills in English, both written and verbal. Knowledge of additional Scandinavian languages is advantageous.

Strategic Thinking : Ability to develop and implement strategic account plans to achieve sales goals and foster long-term client relationships.

Collaboration: Experience collaborating with internal teams, such as product development and customer support, to ensure client satisfaction.

Adaptability : Willingness to travel extensively within Scandinavia to engage with clients and understand local market dynamics.

Autonomy : Self-motivated, organized, and capable of working independently.

Advisory Role : Ability to act as a trusted advisor to clients, offering insights and recommendations to optimize their use of software and services.

This candidate should be driven, adaptable, and possess a keen understanding of the nuances of the Scandinavian retail market, contributing to the company's success in this dynamic industry.

Offers of employment are conditional upon passage of screening criteria applicable to the job

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