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Enterprise Account Executive

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Company: Cloud Software Group

Location: Denmark

Category: other-general

Cloud Software Group combines the capabilities of both Citrix and TIBCO, creating one of the world's largest cloud software providers, serving more than million users around the globe. When you join Cloud Software Group, you are making a difference for real people, each of whom count on our suite of cloud solutions to get work done – from anywhere. Members of our team will tell you that we value diverse lived experiences, varied perspectives, and having the courage to take risks. Our teams are encouraged to learn, dream, and build the future of work. We are on the brink of another Cambrian leap - a moment of immense evolution and growth. And we need your expertise and experience to do it. Now is the perfect time to move your skills to Cloud Software Group!

We're seeking a dynamic and results-driven Account Executive to join our European Enterprise team and lead our most valued customers on their digital transformation journey. The Account Executives lead our most valued customers across this journey, partnering with each assigned account to identify and deliver advanced technical solutions from across our broad portfolio, that result in focused business outcomes for both customers and CSG. In the Account Executive role, you will produce new and recurring sales revenue, driving growth through advanced and complex account planning. This role provides the opportunity to leverage your extensive customer and sales experience to execute against a strategic account and growth plan, using business development strategies within a defined set of customers, prospects, territory, or vertical(s).

Our European Enterprise organisation Rocks! Come join our Nordics team and find out why!

Primary Duties/Responsibilities:

Analyze and develop an account based strategy which will generate recurring growth on existing account base while consolidating existing account motions into a simple yet valuable propositions to our customers

Execute an account-based sales strategy in assigned portfolio, focusing on growth and retention through strong ARR; drives accountability to deliver on account plans among the extended customer teams internally

Develop value-proposition presentations and specialized business plans for customers that drive business outcomes to generate business and new opportunities.

Provide detailed and accurate sales forecasting with emphasis on ARR growth

Demonstrates a strong understanding of the customers' business strategy and the direction of the industry, serving as a trusted advisor demonstrating how CSG can impact their objectives

Understand each customer's technology footprint and strategy, business drivers and landscape, and strategic growth plans

Builds and maintains relationships with executives and business and technical decision makers at high levels of the customer's organization to establish alignment on mutual goals and trust in future interactions

Negotiate and manage end-to-end, complex sales-cycles, often presenting to C-level executives

Identify the right specialist/support resources to bring into account negotiations and presentations

Advocates on behalf of the customer internally, ensuring requests and needs of assigned accounts are being addressed

Orchestrates internal teams to anticipate issues/risks on customer satisfaction and ensure a constant focus on post-sales obligations and support

Leverages best-in-class sales and communication techniques and tools to meet customer

needs and accelerate sales

Develops plans to offer solutions that satisfy customers' key performance indicators (KPIs) and align the right partner solution for customer industry needs.

Required Experience/Skills:

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Candidate Requirements:

10+ years of sales experience within software OR solutions sales organization

5+ years experience selling SaaS or PaaS

Experience establishing trusted relationships with current and prospective clients and other teams

Experience producing new business, negotiating deals, and maintaining healthy C-Level relationships with IT and Lines of Business

Experience consistently overachieving on sales targets

Experience quarterbacking account teams within a matrix sales team environment, promoting a win as a team approach

Ability to develop relationships throughout the organization outside of existing footprint of technology

Ability to identify key levers and compelling events within a customer base and structuring and executing a sales plan

Cloud Software Group is firmly committed to Equal Employment Opportunity (EEO) and to compliance with all federal, state and local laws that prohibit employment discrimination on the basis of age, race, color, gender, sexual orientation, gender identity, ethnicity, national origin, citizenship, religion, genetic carrier status, disability, pregnancy, childbirth or related medical conditions, marital status, protected veteran status, and other protected classifications.

About Us:

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largest cloud solution providers, serving more than million users around the globe. When you join Cloud Software Group, you are making a difference for real people, each of whom count on our suite of cloud-based products to get work done — from anywhere. Members of our team will tell you that we value diverse lived experiences, passion for technology, and the courage to take risks. Everyone is empowered to learn, dream, and build the future of work. We are on the brink of another Cambrian leap -- a moment of immense evolution and growth. And we need your expertise and experience to do it. Now is the perfect time to move your skills to the cloud.

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