

Sales Executive Nordics

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Company: Alight

Location: Denmark

Category: other-general

Our story

At Alight, we believe a company's success starts with its people. At our core, we Champion People, help our colleagues Grow with Purpose and true to our name we encourage colleagues to "Be Alight."

Our Values:

Champion People – be empathetic and help create a place where everyone belongs.

Grow with purpose – Be inspired by our higher calling of improving lives.

Be Alight –act with integrity, be real and empower others.

It's why we're so driven to connect passion with purpose. Our team's expertise in human insights and cloud technology gives companies and employees around the world the ability to power confident decisions, for life.

With a comprehensive total rewards package, continuing education and training, and tremendous potential with a growing global organization, Alight is the perfect place to put your passion to work.

Join our team if you Champion People, want to Grow with Purpose through acting with integrity and if you embody the meaning of Be Alight.

Learn more at careers.alight.com.

THE ROLE

Alight is currently recruiting for a Sales Executive to play a pivotal role in the growth of our Services Business group. The role is home based with regular travel, reporting to the VP North Europe.

You will be responsible for selling Payroll services within the Nordics market, across large enterprises. You will also participate in commercial initiatives and projects across the business.

You will bring the best of Alight to our clients and prospects.

RESPONSIBILITIES

Achieving and exceeding outlined sales targets which will contribute to the overall growth of the business group.

Develop and execute successful targeted sector development plans to help achieve or exceed growth targets.

Develop and manage all phases of the business development cycle including managing proposal negotiations, the statement-of-work, and completion of all contract details.

Attend trade shows and conferences to promote and educate prospective clients on the benefits of Alight's solutions and Services based on SuccessFactors.

Collect and communicate market intelligence on products/services, incorporate it into sales planning process, and sharing with other key stakeholders within Alight Solutions and externally.

Keep abreast of updates and changes to the technology and apply this appropriately in sales strategy and execution.

Manage relationships with SAP SuccessFactors Account Executives and other key stakeholders.

Facilitate communication with the cloud deployment solutions and outsourcing services proposal support team (presales, solution architects, resourcing, proposal support, etc.).

Promote our SAP SuccessFactors cloud solutions and outsourcing services within the Nordic countries and beyond. Engage with the wider commercial team and colleagues with client facing responsibilities, to mine existing client relationships across practice areas.

Help facilitate education and training to external parties on benefits of SuccessFactors and new innovations.

Maintain ongoing relationship management for targeted customers and own the overall

stewardship process.

REQUIREMENTS

Minimum BA degree education or equivalent experience (required).

7+ years demonstrated successful track record of selling technology and consulting services.

Proven field sales experience developing sales pipeline, territory management and closing new business.

A demonstrated understanding of the HR and/or Payroll BPO and Technology landscape

Proven experience building relationships with C-level and other senior level executives

Experience of managing bids from the prospecting stage through to delivery of tender responses and scope/fee negotiations, dealing with multiple stakeholders.

Relevant HR and/or Payroll industry, commercial and consulting knowledge.

Excellent communicator with a solution focus and client centric.

Confidence to effectively profile and qualify in/out business opportunities.

Individual drive to succeed, with the ability to work collaboratively within a customer centric account management environment.

Strong influencing skills spanning both internal and external stakeholders.

Excellent listening and communication skills.

Demonstrate a multi-cultural open minded approach.

Commercial knowledge in positioning the SAP SuccessFactors suite will be critical to your success.

An ability to develop your own networks internally and externally for learning and business development purposes.

An ability to take the lead in front of the client, pulling together the extended team in Alight to meet the clients requirement.

Fluency in English and one Nordics language is required.

Flexible Working

So that you can be your best at work and home, we consider flexible working arrangements wherever possible. Alight has been a leader in the flexible workspace and “Top 100 Company for Remote Jobs” 5 years in a row.

Benefits

We offer programs and plans for a healthy mind, body, wallet and life because it's important our benefits care for the whole person. Options include a variety of health coverage options, wellbeing and support programs, retirement, vacation and sick leave, maternity, paternity & adoption leave, continuing education and training as well as a number of voluntary benefit options.

Our commitment to Diversity and Inclusion

Alight is committed to diversity, equity, and inclusion. We celebrate differences and believe in fostering an environment where everyone feels valued, respected, and supported. We know that diverse teams are stronger, more innovative, and more successful.

At Alight, we welcome and embrace all individuals, regardless of their background, and are dedicated to creating a culture that enables every employee to thrive. Join us in building a brighter, more inclusive future.

Diversity Policy Statement

Alight is an Equal Employment Opportunity and Affirmative Action employer.

Alight does not discriminate against anyone based on sex, race, color, religion, creed, national origin, ancestry, age, physical or mental disability, medical condition, pregnancy, marital or domestic partner status, citizenship, military or veteran status, sexual orientation, gender, gender identity or expression, genetic information, or any other legally protected characteristics or conduct covered by federal, state or local law.

In addition, we take affirmative action to employ and advance in the employment of qualified minorities, women, disabled persons, disabled veterans and other covered veterans.

Alight provides reasonable accommodations to the known limitations of otherwise qualified employees and applicants for employment with disabilities and sincerely held religious beliefs, practices and observances, unless doing so would result in undue hardship.

Applicants for employment may request a reasonable accommodation/modification by

contacting his/her recruiter.

We offer you a competitive total rewards package, continuing education & training, and tremendous potential with a growing worldwide organization.

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