

Senior Account Executive

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Company: precisely

Location: Denmark

Category: other-general

Precisely is the leader in data integrity. We empower businesses to make more confident decisions based on trusted data through a unique combination of software, data enrichment products and strategic services. What does this mean to you? For starters, it means joining a company focused on delivering outstanding innovation and support that helps customers increase revenue, lower costs and reduce risk. In fact, Precisely powers better decisions for more than 12,000 global organizations, including 99 of the Fortune 100. Precisely's 2500 employees are unified by four company core values that are central to who we are and how we operate: Openness, Determination, Individuality, and Collaboration. We are committed to career development for our employees and offer opportunities for growth, learning and building community. With a work from anywhere culture, we celebrate diversity in a distributed environment with a presence in 30 countries as well as 20 offices in over 5 continents. Learn more about why it's an exciting time to join Precisely!

Overview: As Account Executive you will help achieve maximum sales profitability, market penetration and growth across the Nordic region. This will be done by effectively prospecting to new target accounts and building existing accounts to meet Precisely's rapid growth plans and expand our global presence as leaders in data integrity.

What you will do:

Revenue - Achieve / exceed quota targets. Insure Quarterly linearity

Sales strategies Develops effective and specific account plans to ensure revenue target delivery and sustainable growth

Develop relationships in new and existing customers and leverage to drive strategy through organization

Trusted advisor Establishes strong relationships based on knowledge of customer requirements and businesses. Builds a foundation on which to harvest future business opportunities and accurate account information

Communicate Precisely's value proposition to drive insightful client engagements across various business functions

Business Planning – Develop and deliver comprehensive business plan to address customer and prospects priorities and pain points. Utilize references, use cases, benchmarking and ROI data to support the customer's decision process

Drive pipeline growth through effective prospecting and lead generation activities - Build and manage all stages of sales pipeline to consistently achieve or exceed monthly, quarterly and annual targets

Pipeline planning - Follow a disciplined approach to maintaining a rolling pipeline . Keep pipeline current and moving up the pipeline curve

Pipeline partnerships– Leverage support organizations including Marketing, BDR (Inside sales), Partners and channels to funnel pipeline into the assigned territory

Advance and close sales opportunities through the successful execution of the sales strategy and roadmap

What we are looking for:

Bachelor's degree in Business or related field, or equivalent experience

Demonstrated experience (preferred 7-10 years +) in enterprise software sales

Experience in data management, applications, IT platforms

Understanding of Data Quality, Big Data, and Cloud solutions

Travel is required

Ability to build relationships at all levels with prospects, customers, partners and within

Precisely

Excellent selling skills and the ability to close business

Excellent verbal, written communication and presentation skills

Strong business and operations acumen

Strong analytical, problem solving, and time management skills

Good business maturity, negotiating and decision-making skills

#LI-IH1

It is a requirement for all roles at Precisely to adhere to applicable data privacy and security laws, rules, regulations, and company policies. For more information about Precisely's privacy practices, please see our Privacy Notice: .

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