

ACCOUNT MANAGER | JOB DESCRIPTION

Job title: Account Manager

Location: Richmond upon Thames, London

Salary: Competitive salary plus benefits

Reports to: Head of Sales, Rob Gilley <https://www.linkedin.com/in/rob-gilley/>

SUMMARY

Are you looking for your next challenge in Sales and want to work in an organisation that cares about its people with big ambitions? Do you want to make a difference in the market and help other organisations thrive?

Sempre Analytics are in an exciting period of growth and development, transforming the organisation to enable our customers to achieve better business outcomes through the intelligent use of data

We are currently seeking highly experienced, proactive and effective Account Managers to develop and lead the implementation of the sales strategy in support of our ambitious growth plans.

The successful candidates will demonstrate the ability to drive sustainable sales growth in a particular sector by landing new business as well as managing and expanding existing clients.

Reporting to The Head of Sales, you will help shape the future of Sempre Analytics, as part of our Sales Team, as we reposition ourselves in the market and maintain our core commitment to delivering an excellent customer experience at a place where people love to work.

JOB DESCRIPTION

Sales lead for one of Sempre's four focus Sectors (Retail & Consumer Goods, Insurance & Services, Construction & Energy or Manufacturing & Distribution)

Vertical experience preferable but not pre-requisite, the ability to elevate the conversation to CxO level around business outcomes is critical

Responsibility for existing clients and new business across the portfolio of services (Advisory, Project and Managed Services including software resale where applicable)

Prepare and present sales reports detailing sales, potential sales and areas of proposed client base expansion

Coordinate sales campaigns and initiatives across the virtual team to achieve business objectives

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Identify and understand client's business needs and objectives to develop sales campaigns

SKILLS AND ABILITIES

5 years plus sales experience in a consulting services related business with direct experience in the data analytics industry preferred, but not essential

Experience in engaging with business leaders to discuss and solve business problems through our solutions

Excellent written and interpersonal communication skills

Knowledge and application of a wide range of sales techniques and concepts

Strategic planning skills

Strong organisational skills

To apply or for more information contact: careers@sempreanalytics.com