

## **Sector Account Manager**

### **Reporting to European sales Director**

#### **Competitive base (depending on experience) + bonus and generous benefits London Based**

*Our Client is a high-growth international software business based in London. It has development centres in the USA and the UK with sales and support centres in the USA, the UK and Asia as well as an extensive network of business partners. Their products are used in over 30 countries by well over 300 enterprise customers in sectors, which include Financial Services, Automotive, Healthcare and Life Sciences, Media and Entertainment, Retail and Defence and Aerospace. Their range of tools support the design, development, test and management of software applications for mainframe, desktop and mobile use in any technology platform environment. This includes agile, mobile, web and DevOps deployments. The tools provide real time reports on the quality and responsiveness of software systems, thereby reducing costs and time to market. They are a Red Herring Global Top 100 company, a Deloitte UK Technology Fast 50 and an EMEA 500 business and are a recipient of a Queen's Award for Enterprise.*

#### The job

With a target of \$1m The Sector Account Manager will manage a list of major accounts and new business opportunities, so we are looking for a confident 'hunter and farmer'. Many of the target clients are multinational enterprises, therefore a certain amount of European travel will be necessary. It is anticipated you'll be residing within the M25 and near to a hub airport.

#### Required experience

- At least 5 years in enterprise sales.
- Evidence of sales achievement in software (or IT) sales.
- Employment in both large and SME organisations.
- Experience selling complex sales at all levels.
- Proven ability to articulate complex technical solutions.
- Willingness to travel extensively.
- Team player.

If you are an ambitious and entrepreneurial graduate with a good grounding in selling technical products and would like to join an established and up and coming organization who are setting the standard, then this is the opportunity for you.

Interested? Please send your CV to Nigel McNeill-Moss at [nigel@prospectmsl.com](mailto:nigel@prospectmsl.com) Quote ref 8213/NM/TP/SectorAMgr