

Job Title Account Executive EMEA

Reports To VP Sales EMEA

Department/Division Sales

Purpose of the Role:

The Account Executive is accountable for generating a new sales quota of 1M ARR/ACV GBP in the region, backed by a robust sales and marketing strategy to become a leader in the contract management space for General Counsel.

Based in London and reporting to our VP Sales EMEA, this role offers true career development potential for the right candidate. You will be well-rewarded for your success with a good base salary and outstanding commission scheme, plus many of the perks you would expect in a bigger business.

We are a fast-moving organization that operates under the following 5 guiding principles of a high-performance culture:

- One Team
- Consistent, repeatable process execution
- Customer First
- Continuous Learning and Innovation
- High Energy

Job Responsibilities
<ul style="list-style-type: none"> • Meeting monthly and quarterly sales targets consistently
<ul style="list-style-type: none"> • Designing strategies that address customer needs and issues while meeting assigned quota
<ul style="list-style-type: none"> • Understanding and being passionate about the company’s vision and being able to articulate that to the customers
<ul style="list-style-type: none"> • Targeting and prioritizing accounts and activities
<ul style="list-style-type: none"> • Strategically planning sales calls by outlined objectives and action steps
<ul style="list-style-type: none"> • Reading the market and recognizing the trends
<ul style="list-style-type: none"> • Demonstrates knowledge of account history, the processes and procedures specific to each account

<ul style="list-style-type: none"> • Forecasting with razor sharp focus and aligning to the monthly/quarterly targets
<ul style="list-style-type: none"> • Building and owning “the art” and “the science” behind high performance product demonstrations and elevated pitches
<ul style="list-style-type: none"> • Responding to customers’ requests and problems with appropriate timeliness and concern, Developing professional credibility and trust with the customer
<ul style="list-style-type: none"> • Maintenance of sales activities within Salesforce with high level of hygiene
<ul style="list-style-type: none"> • Grasping customers use case and being able to deliver high performance sales presentations and demos on product fit for each use case

Core Competency Group: Account Executive

Requirements
<ul style="list-style-type: none"> • This position requires a bachelor’s degree or equivalent
<ul style="list-style-type: none"> • 5+ years sales experience with a proven track record in meeting quota
<ul style="list-style-type: none"> • SaaS sales experience is necessary, selling to lawyers desirable
<ul style="list-style-type: none"> • Proven track record of meeting and over delivering of sales quota
<ul style="list-style-type: none"> • In last two positions must be able to show ability to have met an annual sales target of \$1M ARR and over
<ul style="list-style-type: none"> • Proficient in MS Office and Sales Management Software
<ul style="list-style-type: none"> • Requires travel
<ul style="list-style-type: none"> • Track record of high performance and high-pressure intake

Sales Competencies

Summary of sales competencies necessary to be successful in this position

Area	Competency	Definition
Selling Skills	1. Sales Approach	Handling different sales scenarios; setting agenda; following sales process guidance; presenting company value propositions
	2. Active Listening	Capturing verbal queues; repeats back input; working with reluctant talkers; frequency of interruption; obtains (and documents) insight from verbal interactions with peers, superiors, and subordinates
	3. Sales Process Execution	The ability to sell the way your buyers want to buy; advance sales opportunities using a systematic approach; manage multiple buying influencers by developing customized strategies for each
	4. Closing ability	Concluding sales campaigns successfully after they have progressed past Needs Development; closing late stage deals; developing reasons for prospects to act
	5. Objection handling	Handling competitive, price, resource, and risk challenges to proposed solutions; presenting responses to objections; gaining prospect/client acceptance to proposed solutions
	6. Negotiating	Using give-get frameworks; representing company interests; leaving clients, partners, and prospects with feelings about how a deal was obtained but not at cost of corporate well-being
	7. Managing sales support resources	Managing the impact of internal resources in a sales campaign; gaining cooperation of external resources to participate as a sales campaign resource; maintaining business relationships with internal support staff
Selling Knowledge	8. Learn new solutions	Absorbing new solution/service information; presenting and closing deals on new offerings; incorporating positioning for new offerings into existing sales campaigns
	9. Convert strategy to tactics	Developing tactics to implement internal corporate sales strategy; linking customer strategic goals into solutions

To Apply:

Forward CV to Careers@ContractPodAi.com

Include “Account Executive EMEA” in the subject line.