

Senior Account Manager, Western US and Canada

RESPONSIBILITIES

Reporting to the VP, North America, the Senior Account Manager will be responsible for all sales activities from lead generation through close within an assigned territory.

The Senior Account Manager will implement agreed upon strategic plan to establish Symplectic's presence in assigned territory to help meet and exceed annual targets by focusing on opportunity development, proposal creation and coordination, and customer relationship management to the highest level, whilst building long lasting partnerships.

Specific responsibilities will include:

- Achieve annual sales targets for the specified territory
- Develop strategic territory plan in conjunction with VP, North America, which details activities to follow during the year, which will focus on the Senior Account Manager driving and delivering significant new business growth
- Source, develop, and nurture the client relationships and referrals to the highest standard
- Travel extensively within assigned territory to meet prospects and clients both at their location and at specified conferences and tradeshows
- Attend internal company and team meetings as required
- Demonstrate technical selling skills and extensive product knowledge
- Sell consultatively and relate Symplectic solutions to the prospect or client's own business needs

- Assist in the implementation of company marketing plans as needed
- Maintain up to date sales pipeline for forecasting purposes
- Maintain accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities within assigned territory, including the use of Salesforce.com to aid internal communication and to maximize territory potential
- Maintain professional internal and external relationships that meet company core values
- Adhere to all company policies, procedures and business ethics codes

REQUIREMENTS

- 5+ years of sales experience in the academic, library, non-profit or government market
- Experience with selling enterprise software solutions to C-level executives
- Excellent verbal and written communication and relationship building skills
- Willingness to travel within territory, minimum of 35%
- Proven ability to achieve sales quotas
- Experience with mainstream CRM
- Field-based role/home-office base

APPLICATION

Please send a copy of your resume to recruitment@symplectic.co.uk.

ABOUT SYMPLECTIC

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