

Senior Account Executive - UK

The **Senior Account Executive** will focus on selling EfficientIP's solutions across the United Kingdom. This position includes owning and coordinating all aspects of the sales cycle with enterprise customers as well as maintaining and expanding the customer base within the assigned territory. This is a unique and exciting opportunity to join a team that has experienced consistent growth in the UK.

Key Responsibilities

- Develop sales plan/strategy to grow assigned territory to achieve sales targets
- Build and maintain an ongoing pipeline
- Manage all aspects of the sales cycle to secure new customers; which includes:
 - canvassing and cold calls
 - executive calls
 - presentations
 - product demonstrations
 - discussion of papers and proposals
 - negotiation and close
- Update and maintain all accounts in our CRM

Skills & Experience Required

- Demonstrated experience and success selling DDI, network security or similar complex solutions to enterprise accounts
- Consistent success achieving / exceeding quota
- Able to navigate through large enterprise accounts and keep the sales process moving throughout the cycle
- Strong presentation, follow up, written and verbal communication skills
- Customer-focused and proven ability to build rapport within your territory
- Technically savvy
- Strong leadership skills and proven ability to own all aspects of a complex sales process and help grow a team
- Working as part of a team with other Account Executives, Sales Engineers, Delivery, etc. in a geographically-disbursed global environment
- Bachelor's Degree in business, marketing or related discipline preferred
- Travel