

Position

Account Executive

About the Company

Our client is a leading intelligent automation consultancy, specialising in leveraging UiPath technology to streamline processes, enhance efficiency, and drive innovation. Committed to delivering bespoke automation solutions tailored to their customers unique business needs, through their excellence, integrity and customer satisfaction, possessing considerable experience in scoping, designing, implementing, and supporting intelligent automation processes.

Due to their continued success they business are poised for significant growth and are seeking a talented Account Executive to join their team.

Role Overview

As an Account Executive you will play a crucial role in driving revenue growth by cultivating relationships with new and existing clients. You will be responsible for identifying opportunities, understanding client needs, and presenting tailored solutions that align with our products and services. This role offers the opportunity to make a meaningful impact within the business.

Key Responsibilities

- Develop and execute strategic account plans to achieve sales targets and expand our customer base
- Proactively prospect and qualify leads, leveraging various channels including networking events, cold calling, and digital outreach
- Build and maintain strong relationships with key decision-makers, influencers, and stakeholders within client organisations
- Conduct thorough needs assessments and deliver compelling presentations and proposals that articulate the value proposition of our products and services
- Stay abreast of industry trends, market dynamics, and competitor activities to identify opportunities and mitigate risks

Skills and Experience

- 2 – 3 years' experience in a similar role.
- Strong business acumen and understanding of sales processes, including prospecting, lead qualification, and closing deals
- Excellent communication, negotiation, and presentation skills
- Results-oriented with a focus on exceeding targets and delivering exceptional customer experiences
- Experience within the Software as a Service sector (SaaS).

- Knowledge of the Intelligent Automation or Robotic Process Automation (RPA) market.

Desirable

- Experience working with UiPath.
- Experience working in a start-up enterprise.

Salary and Benefits

- £30,000 per annum Salary + potential £70K OTE.
- No Commission Cap.
- 20 days plus Bank Holidays
- Time off for Christmas period
- Pension
- Personal Health and Travel insurance.
- Corporate Card for directly expensing travel and other appropriate customer expenses.
- Full time role working 40 hours per week.
- Remote role but travel will be required

Requirements

- UK Based with the ability to work in the UK full-time.
- Availability to travel within the UK and to potential European destinations.