

Enterprise IT Sales Account Manager

Full- time

Location: Fully Remote

BE PART OF A TEAM THAT EMPOWERS YOU

An international environment with global customers who rely on our expertise in SAM. Eracent is a worldwide leader in developing and delivering dedicated SAM/ ITAM solutions. With us, you will find a team-oriented work environment—a chance to succeed in an environment where you can make a daily impact. At Eracent, we are building a world-class partner network to drive pipeline and close deals with and to partners and augment and scale our implementations and customer success. This is an opportunity for a person with a solid drive to expand their career and make an impact.

Eracent partners with leading consultants, cloud and software providers, business process outsourcers, and managed service providers. You will work closely across teams within Eracent, including but not limited to sales, marketing, customer success, and implementation of products.

We're Growing while transforming the software industry...READY TO JOIN OUR TEAM?

ROLE PURPOSE

Reporting to the Sr. VP of Sales, you will work with Eracent technical and pre-sales teams to manage the sales process. Using your software sales experience, you will apply insights, and sales skills gained to drive the Eracent solutions value propositions to generate new sales opportunities. This role is required to drive new enterprise software sales and revenue growth. You will work closely with Pre-sales, Business Development, Product Managers, and Marketing teams to close opportunities and improve our product through prospect input. Activities will include input into market segmentation and go-to-market strategy and developing and advancing pipelines to achieve or exceed assigned targets while operating within the company's commercial and legal framework. To achieve these objectives, the successful candidate must work cross-functionally through the various teams and support departments, displaying direction and leadership to define and advance commercial goals and objectives.

KEY FOCUS

The ideal candidate will bring their passion and a highly energetic entrepreneurial spirit to build on solid solution sales expertise, good product knowledge, a general understanding of technology, and experience managing complex, Enterprise sales and negotiations. A successful background in the IT Asset Management industry is highly desirable for this vacancy.

Ability to advocate and represent the value of the Eracent Platform to a broad and diverse range of prospective or existing customers.

- Responsible for the business by building and developing relationships with prospects through personalized contact, understanding of the prospects' needs and requirements needs, and ability to effectively communicate the value of Eracent's solutions.
- Independently identifying and acquiring new enterprise prospects and customers to create a robust pipeline.
- Coordinate schedule and conduct prospect product and requirement discovery calls.
- Effectively define the business problem and move discovery calls into the product demo and sales cycle funnel.

- Work closely with Eracent Sales Engineering staff and oversee Proof of Concepts (POCs). Identify success criteria and assist with scheduling and management of POCs.
- Regularly review and adjust strategies based on shifts in technology and market trends.
- Develop a scalable, repeatable model driving platform sales & strategic interest.
- Full sales cycle management from business development and technical validation to negotiating deals through to signed contracts.
- Participate and contribute to sales campaigns and other marketing and sales initiatives that build customer leads and pipelines.
- Accurately forecast opportunities based upon realistic assessments and consistently deliver against that forecast by documenting, defining, and tracking the opportunity in the Eracent CRM system.
- Communicate opportunity updates through regular team meetings, conference calls, and reviews.
- Represent the company at various trade fairs.

EXPERIENCE, CAPABILITY, AND BEHAVIORS:

Must haves

- Proven track record of sales success with the ability to meet or exceed revenue goals.
- Work remotely and independently with minimal supervision.
- IT industry knowledge, specifically ITAM, ITSM, and Cybersecurity, is a plus.
- Understanding of multinational corporate conduct and procurement processes.
- 5+ years of successful enterprise software solution sales experience, which includes recent and demonstrable success, ideally in software sales.
- Outstanding presentation, verbal, and writing skills and ability to communicate a complex idea effectively across a wide range of audience levels and functions up to C-level executives.
- Strong business acumen and capable of developing and managing strategic plans with company executives and challenging the status quo.

MOTIVATORS

- Highly competitive salary and benefits commensurate to experience.
- Unique opportunity to work within a well-established, dynamic company in the IT Asset Management space, with significant advancement opportunities.
- Extensive training and mentoring.

Eracent is an Equal Opportunity/Affirmative Action Employer. We consider applicants without regard to race, color, religion, age, national origin, ancestry, ethnicity, gender, gender identity, gender expression, sexual orientation, marital status, veteran status, disability, genetic information, citizenship status, or membership in any other group protected by federal, state, or local law.

Eracent understands the value of employing a diverse, equitable, and inclusive workforce. We recognize that equity necessitates acknowledging past exclusion and that inclusion requires intentional effort. Eracent is committed to championing policies and practices that foster a welcoming environment for all.