

## Job Description

# Account Executive

## About Clientshare

- We are a London based B2B SaaS company, launched in 2017, that helps suppliers retain their most precious asset – their customers.
- Clientshare has two products, Clientshare Premium and Clientshare Pulse.
- Clientshare Premium is a private, secure platform for suppliers to evidence Service and Contract Governance for their most complex clients.
- Clientshare Pulse is a workflow tool for suppliers to deliver business reviews, get feedback from clients and manage risk.
- Our vision is to become the market leader in contract and service governance tools, used by enterprise and SME suppliers across industries and across the globe.
- Our clients include global brands like Telefonica Tech, Impellam, Compass, and Mitie.

## Why Clientshare

We have an exciting opportunity for an Account Executive (AE) to help us grow our revenue, based at our office near Liverpool Street, London. This role offers a unique opportunity to be an integral part of a rapidly growing business. We are client-obsessed, genuine, and results-focused in everything we do, and we have a lot of fun celebrating our achievements.

## About the Role

Our Account Executive will be responsible for developing, growing, and closing warm new business leads. The right candidate will be capable of delivering quality and tailored demonstrations of Clientshare based on the prospects needs and priorities and will be an expert in understanding customers goals, pains, budget and timescales. The candidate will also upsell to clients once a new contract is in place.

The successful candidate will have the chance to make a real difference, and the role will offer new challenges every day. Highly motivated, flexible, and organised candidates will find this position hugely rewarding. The Account Executive will report to Clientshare's Commercial Director.

## Responsibilities

- Following the sales process
- Manage multiple prospect sales cycles at the same time from initial call to closure
- Develop quick, meaningful relationships with prospects to guide them through our sales process
- Build and deliver customer proposals
- Expertly demonstrate Clientshare products to prospects
- Support in upselling Clientshare software to newly acquired customers
- Meet or exceed quarterly targets

## Minimum Qualifications

- 1-3 years experience as a quota carrying sales representative
- Minimum Bachelor's degree preferred
- Ability to communicate with C-Level
- Excellent organisation, attention to detail and time management skills

## Preferred Qualifications

- A working knowledge of Hubspot CRM, a familiarity with a SaaS enterprise software environment and experience in new business sales

## Salary Expectations and Benefits

- Competitive salary package
- Monthly commission plan
- Opportunity to join the employee share scheme
- Hybrid working offered
- Clear progression path to Senior Sales role supported by training

## How to apply

Please send your CV to

[Fraser.cameron@myclientshare.com](mailto:Fraser.cameron@myclientshare.com)

Tell us a bit about yourself, what interests you, what you enjoy and why you're looking for a role like this.