

Senior Key Account Manager

As a Senior Key Account Manager in Germany you will develop new prospects and interact with existing customers in person and by phone to increase sales of Longview and Tidemark products and services. You will provide support to customers over the phone and may conduct field visits as necessary. This role is responsible for working in conjunction with the sales team as the advocate for our products. The Sales Representative must be able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales process and must be able to establish and maintain strong relationships throughout the sales cycle.

Here's what you'll get to do:

- Deliver product sales presentations and demonstrations of our applications in a professional and effective manner
- Maintaining up-to-date awareness of company activities, industry trends & government regulations
- Maintaining knowledge in all aspects of Longview and Tidemark software and services, including upcoming features and functionality
- Respond to functional and technical elements of RFIs/RFPs, including preparation of preliminary pricing for the sales team members
- Work with Longview and Tidemark Professional Services teams to support their scoping exercises and ensure timelines fit with overall proposal timelines and deliverables
- Produce and modify sales materials such as presentations, feature highlights, business case ROI, proposals, and Longview and Tidemark position papers
- Contribute to the continual process of enhancing our products by providing customer feedback, requests and concerns to the Professional Services and Product Management Teams. Identifies revenue opportunities within customers' communities through communications, programs and other activities as needed
- Ensures prospect identification, planning, account qualification and needs analysis at all prospect levels
- Telephones prospects to identify appropriate contacts, qualify and drive leads through the sales pipeline
- Identifies and closes additional purchases of products and services by customers' communities
- Works closely with Support, Sales Management, Marketing and Business Development
- Responds to requests from customers for information and gives online presentations
- Engages in technical discussions with potential clients through demonstrations and presentations
- Remains knowledgeable and up-to-date on competition, differentiation, changes and developments in the B2B infrastructure and FP&A industries
- Where necessary, support marketing efforts such as trade shows, exhibits, and other events.
- Keeps management informed of all activity, including timely preparation of reports
- Other duties as assigned

Here's what you'll love:

- Being a member of a dynamic, global and high energy team that is committed to building strong relationship with clients and customers and driving Longview success
- Opportunities to think outside of the box, make a mark, and be recognized for your contributions

Work Environment:

- Preferred based from German Office Location

Here's what you'll bring to the role:

- 2-3+ years relevant experience in Saas FP&A sales preferred
- Bachelor's degree in business and marketing or a related field is strongly preferred
- Self-motivated with a proven track record in software sales and knowledge of technology
- Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base
- Strong presentation skills and be able to communicate professionally in written responses to emails, RFPs, proposals, and when submitting reports
- Organized and analytical, able to differentiate Longview and Tidemark solutions, quantify the business value for the customer, and eliminate sales obstacles through creative and adaptive approaches
- Proficient in Microsoft Office including Word, PowerPoint, Excel and Outlook
- Success in qualifying opportunities involving multiple key decision makers
- Experience in and familiarity of our products and line of business a plus
- Proficient in written and verbal communication and ability to work with all levels of the organization
- Hard worker and a self-motivator who works well in a team environment that enjoys the benefits of a growing company
- Ability to travel for German clients
- Fluent in German and English

Here's your travel requirements for the role:

Approximately 50%

About Longview

Founded in 1994, Longview is a leading global provider of enterprise performance optimization solutions that ensure organizations are positioned to make the right decisions, every time, with confidence. Our powerful, intelligence-driven solutions deliver a single version of the truth by consolidating data from across an organization to help businesses plan, execute, measure, manage and optimize company performance. With recognized industry expertise and a seamlessly integrated platform, companies around the globe trust Longview to help them better manage their businesses and significantly improve data integrity, decision-making, and financial transparency. Learn more at longview.com.

If interested, please click on the following link and complete an application
<https://longview.bamboohr.co.uk/jobs/view.php?id=27>