

Accion Venture Lab

Job Description Bank



Role	Account Manager (Farmer role)
Title	Corporate Account Manager
Company	NetSuite

Company Description

At NetSuite, we believe the cloud is here to stay and so do our more than 24,000 companies and subsidiaries. We believe businesses should not be bogged down by the overhead of bulky data centers and expensive personnel to run it all. Businesses need to be lean, efficient and agile. NetSuite is literally transforming business around the globe by providing a cloud-based, unified system that delivers unprecedented capabilities to drive business forward. Founded in 1998 as THE cloud ERP pioneer, today NetSuite has transformed the business operations of our customers without the high costs and inefficiency of on-premise systems.

Location

Chicago, Ill

Summary

The Account Manager will identify and qualify opportunities within the account territory of existing NetSuite clients; sell business applications solutions and related services to existing mid-market customers; manage and drive sales opportunities through strategic selling, negotiate and close business, and manage the ongoing business relationship with clients.

Job Description

- Up-Sell, Cross-Sell, Prospect, forecast, resource allocation, and planning of new business deals.
- Develop solution proposals encompassing all aspects of the business applications.
- Advise customer on ROI using business drivers while presenting product sale.
- Participate in the creation, presentation and sales of a complete value proposition via the telephone, internet, webinar and customer meetings.
- Negotiate pricing and contractual terms to close sale as required.

It is a little ambiguous here whether this is a Hunter (Sales) or a Farmer (Account Management) position: better to specify up front

- Thoroughly qualify all leads and sales opportunities.
- Present NetSuite's products in a compelling, positive, and professional way.

Qualifications

- BS/BA and a minimum of 8+ year of business experience.
- 5+ year experience selling technology solutions, applications software, web hosted products, or other financial, business, CRM or ERP solutions into existing clients.
- Selling experience into technology, enterprise or mid market accounts.

Skill sets

- Able to create leads within existing clients from your own prospecting efforts, leveraging your contacts and existing accounts and partners.
- Experience building a pipeline and qualifying and identifying deals that you can close.
- Results driven and able to achieve/exceed monthly/quarterly/annual sales quotas.
- Excellent communication skills both written and verbal with internal/external clients.
- Consistent overachievement of quota and revenue goals in a comparable role.
- Successful account management of existing clients sales experience required.
- Previous experience with CRM, ERP, financial or enterprise solutions.
- Limited travel will be required for this position.
- BA/BS degree in business/related field or equivalent work experience.

Perks

At NetSuite we work hard and we work smart. We hire fierce competitors. We hire individuals that are fearless trail blazers. NetSuite employees take the hill, we prefer action over inaction, we are tireless in our mission and we pause only to celebrate our success. And we DO celebrate, because if you don't have fun along the way, then what's the point?

Role	Account Manager (Farmer role)
Title	Strategic Account Manager
Company	MoneyGram

Company Description

MoneyGram is a global provider of innovative money transfer services and is recognized worldwide as a financial connection to friends and family. Whether online, or through a mobile device, at a kiosk or in a local store, we connect consumers any way that is convenient for them. We also provide bill payment services, issue money orders and process official checks in select markets. More information about MoneyGram International, Inc. is available at moneygram.com.

Location

Johannesburg, ZA

Hierarchy and reporting structure allows a candidate to assess whether their level of seniority is appropriate

Summary

Reporting to the Sales and Account Manager III for South East Africa, the post-holder will be responsible for managing strategic business relationships with existing and new partners within the designated region. The post-holder is responsible for maximising our business within the designated Agent network. The incumbent will act as the primary liaison to ensure long term growth and mutual success for both parties. The incumbent will also be responsible for the development and growth of MoneyGram's business through strategic alliances / partnerships.

Job Description

- Work closely with the line manager to develop and manage the implementation of the regional strategy. Work with internal teams and stakeholders to ensure successful business growth in both the short and long term.
- Develop and grow existing key account relationships. Ensure the timely and efficient set-up/roll-out of new network partners across region and the resolution of operational and other associated issues, coordinating with relevant departments as required.
- Develop, implement and achieve Account Plans and budgets for each of the Strategic Account. The accounts plans should include a plan to grow high volume locations of the account.
- Monitor / analyse agent location / channel performance on an ongoing basis.

- Analyse performance figures and prepare monthly performance reports for each designated agent / country
- Manage key accounts along with any presentations, statistics, and reports for existing agents and new business prospects’.
- Manage key account projects to ensure that deadlines and business objectives are met.
- Work closely with the partners to ensure that locations are live and transacting. Work with local marketing team to ensure agreed marketing activities are executed.
- Carry out market research and customer / country analysis to determine the business development strategy for the country / account.
- Identify and maximise the business opportunities or new network prospects of mutual benefit to MoneyGram and potential or existing agents.
- Identify new business / product opportunities for MoneyGram.
- Analyse any trends/changes to transaction levels within network.

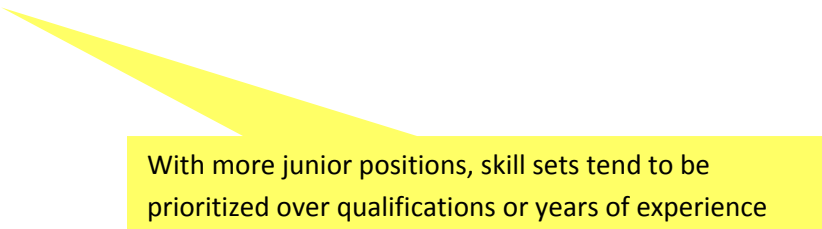
Qualifications

- Solid experience in a front-line, client facing account management, sales or customer services environment in the financial services industry in South Africa, ideally where this has involved supporting multiple locations on a regional or national basis.
- Demonstrated expertise in building and maintaining customer/client relationships to improve mutual business success is required.
- Experience of local/field marketing and promotional activities is highly advantageous.

Skill sets

- Proven experience of successfully presenting business ideas and opportunities (in written format and face to face) both internally and externally, to a variety of audiences.
- Commercial acumen.
- Able to establish credibility and influence with key stakeholders.
- Proposal writing skills.
- Strategic Selling or Large Account Management course an advantage
- Strong Customer focus – able to build and maintain strong relationships in person and over the telephone, at all levels.
- Consideration for multi-cultural sensitivities when dealing with various sectors of the community.
- Can operate independently as well as in a team.

- Strong project management and organisational skills - able to handle multiple priorities with minimal supervision.
- Enthusiastic and flexible attitude to work.
- Computer literate – confident use of MS Word, Excel and PowerPoint.
- Clean driving license and own car is required.
- Ability to work in a culturally diverse environment.



With more junior positions, skill sets tend to be prioritized over qualifications or years of experience