

Job Specification - Enterprise Account Director

Job Title: Enterprise Account Director

Direct report: CEO

Location: London/Home-working/Winnersh HQ (you will be required to come to the office for team meetings when and if required).

Package: commensurate with the seniority of role including aggressive bonus plan, car allowance and share options which are part of an HMRC approved scheme.

The Artesian Company

Artesian is the driving force behind ambitious organisations who want to accelerate revenue growth, transform frontline effectiveness, mitigate risks, capitalise on opportunity and keep pace with the latest innovation.

Our core focus is to combine leading data science with the world's best business information to transform frontline effectiveness. Our unique niche is to provide a service that allows frontline teams to engage with customers and middle office teams.

With around 300 customers including the UK leading banking, financial services and Insurance customers, Artesian is reaching scale with positive EBITDA, strong recurring revenue and awesome customer retention. Our customers genuinely love our service as illustrated by retention rates of 90% +.

We have traditionally been known for our Client Relationship Intelligence capabilities in the sales engagement space but following substantial investment in research and development over the last 3 years, which has already seen the launch of advanced functionality for banks and insurers to conduct early credit and risk screening checks, Artesian is evolving further into a fully integrated Platform. The next generation of the Artesian technology encompasses key capabilities which ensure platform users can use data science to target the right customer, at the right time, with an eye on upside and downside risk, delivering the best customer experience in the process.

We are therefore seeking a sales professional with a background in data, compliance and risk solutions to help us scale and grow with particular emphasis on the FSI segment.

Artesian have strong financial backing from Octopus Ventures with a seasoned team of Founders who have successfully built and exited multiple start-up's in the past. Our Angel investors include Dr Steve Garnett (ex. EMEA Chairman of SFDC) and Stephen Kelly (ex. CEO of SAGE)

Check us out at <http://artesian.co>

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Artesian Core Values

We are a close-knit bunch at Artesian and when we hire new team members, it is pretty important that you fit right in. That's why we take our Core Values pretty seriously – does this describe you?

Be straightforward (Agreeableness)

- Confident, not arrogant
- Trusting, not gullible
- Helpful, not overbearing or micro-managing

Be accountable (Conscientiousness)

- Be prepared, know your stuff
- Do what you say you're going to do, fully
- Sweat the detail
- Take responsibility for development (of everything including yourself)

Develop a Growth Mindset (Openness)

- Be open to new ways and skills
- Embrace change and innovation for the better
- Think big, start small, learn fast

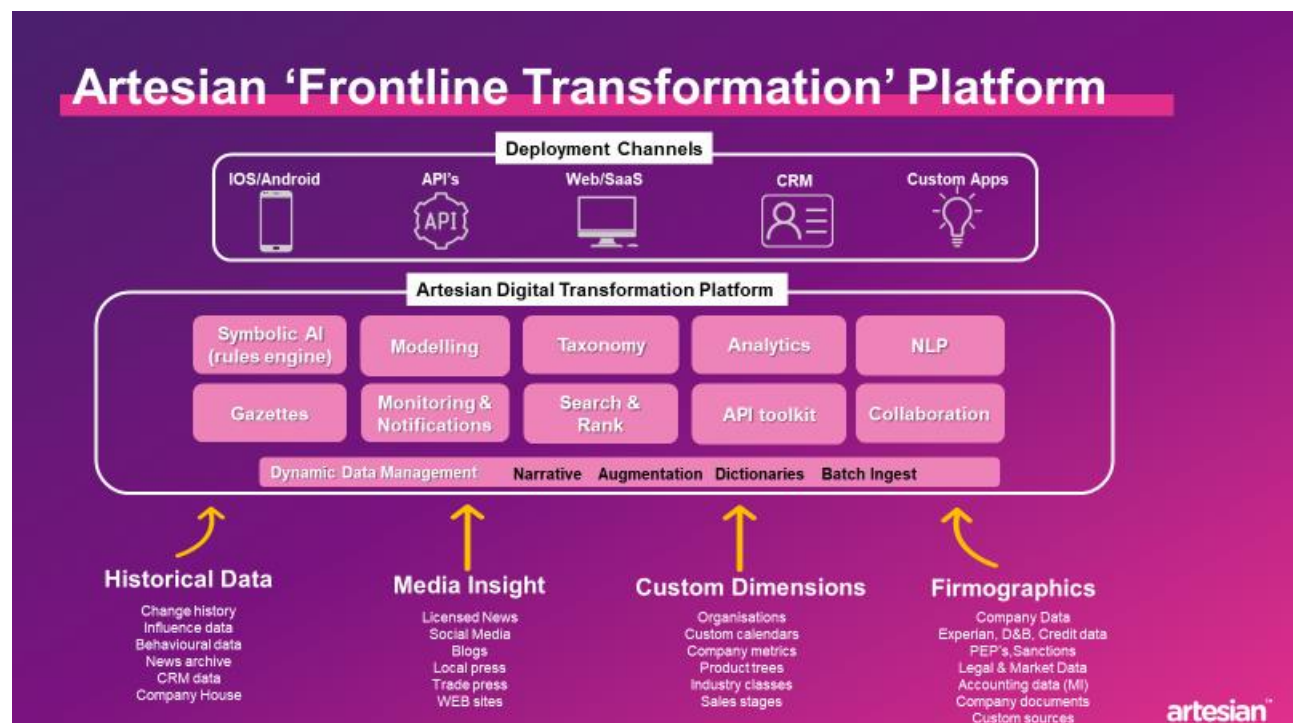
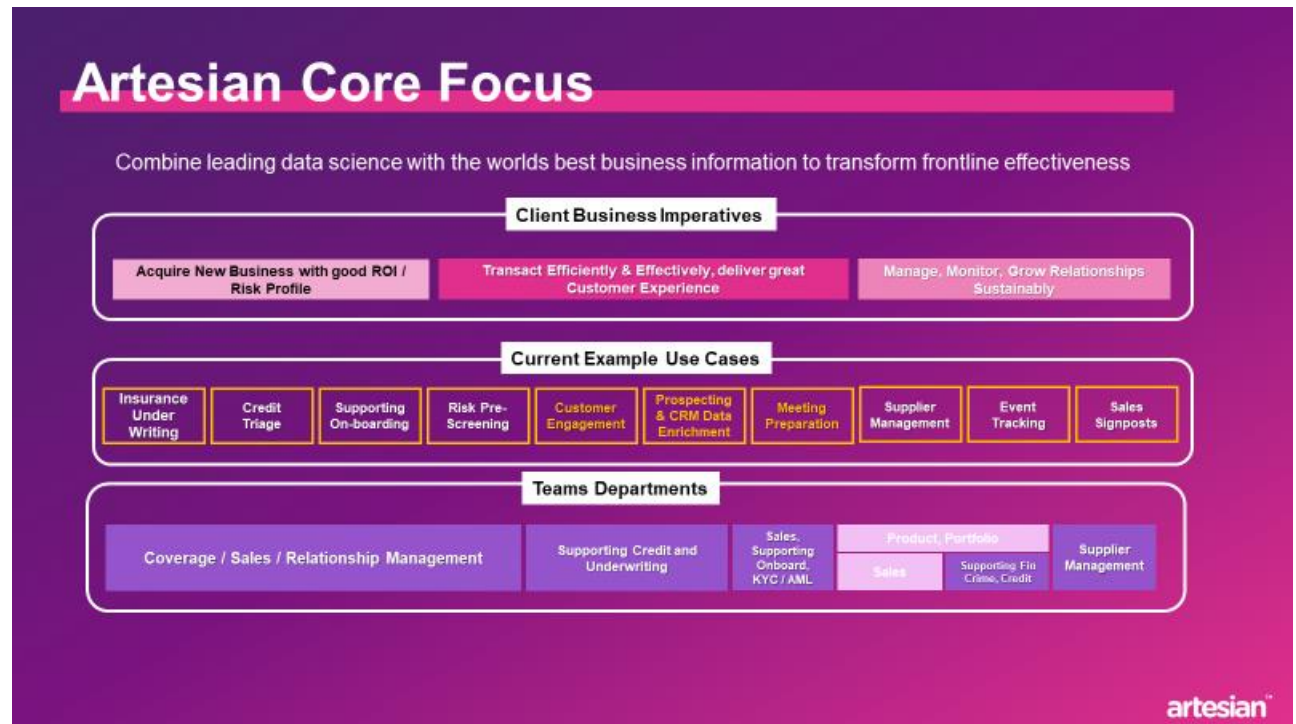
Be Driven (Resourceful)

- Be intelligently assertive
- Decisiveness, not hastiness
- Independently enthusiastic

Our Platform story

There two explainer videos on our [website](#) for ARCH and Engage which is how we described our platform but our product messaging is evolving and will change into a single platform message. You will be instrumental in helping us sell platform deals which are large and lucrative in nature. You are joining the team at an exciting time as we evolve – we don't have all the answers yet and you will be instrumental in helping us develop our story and our engagement – the Artesian Platform can be explained as follows:

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Profile of the role

We are looking for an accomplished Enterprise Account Director who will be focused on delivering a revenue number from a number of key accounts and new business target accounts. You will be experienced in the data, compliance and risk space perhaps with knowledge of the KYC/AML risk and compliance space.

Our target customer is the head of commercial operations but an ability to engage with middle office is also key to ensuring success.

An understanding of advanced sales methodologies is an advantage – we employ the use of MEDDIC and SPIN. We pride ourselves on providing one of the best personal development processes in the industry for our team members. You will be part of this continued push benefiting personally and contributing as a senior team member.

We have a world-class marketing team which encompasses in-house business development but you will also be expected to drive deal origination and PG. We have an awesome pre-sales team to support prospecting activities and post sales Customer Success Management teams to take care of implementation, training and customer success.

Key Responsibilities

- Develop, forecast, close and win business from existing key accounts and new business target names.
- Practise the MEDDIC process, SFDC and conduct deal-reviews.
- Pipeline generate own opportunities to supplement inbound qualified leads (80/20 split).
- Develop needs (company uses SPIN) to drive value.
- Accurately forecast quarterly revenue.
- Follow a structured deal qualification process (company use MEDDIC).
- Work with clients to build value-based ROI business cases that justify large investments.
- Be able to build champions in client and prospect accounts.
- Manage senior CXO client/prospect relationships offering value-added, insightful and strategic solutions to maximise ROI.
- Manage all types of sales negotiations (complex and straight forward).
- Work with the extended team of pre-sales, CSM, training and others to deliver the best client experience.

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About You – your attributes

- Knowledge of Financial Services, Banking and Insurance, knowledge of Lloyds Banking Group, Metro Bank and other Tier 1 and Tier 2 banks will be a distinct advantage.
- Enterprise sales experience in B2B software sector.
- Team player, who upholds professional integrity at all times.
- Self-starter mentality with strong internal focus of control.
- Entrepreneurial spirit or experience of working for a start-up/early stage company.
- Inspirational presenter.
- Proven track record of success.
- Solid understanding of SaaS business.
- Understand value sell vs feature sell.
- Desire to learn and develop.
- Have presentable, confident and polished appearance.
- Experience in running and using Salesforce for forecasting and reporting.

How to Apply

If this role sounds like you, please send your CV to people@artesian.co