

Job Specification - Enterprise Account Manager

Job Title: Enterprise Account Manager

Direct report to: CEO

Location: London/Home-working/Winnersh (Reading) 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 and middle office effectiveness.

Artesian has two SaaS based product offerings – Artesian Engage and Artesian Connect.

Artesian Engage is a mature product in the client relationship/sales acceleration space and has been rolled out to 10's of thousands of front-line professionals in FS, Banking, Insurance, Tech, Telco and Professional Services.

Artesian Engage automatically delivers news AND RICH data-insights to relationship professionals every day, helping them find new customers, develop new business, nurture and grow existing relationships and always have meaningful conversations. Engage has been critical in these difficult COVID times as a way to keep in touch and manage every relationship that matters and through our integration with CRM, desktop and critically your mobile-phone, usage is higher than ever.

Artesian Connect which was recently launched, includes access to the Artesian Insights Engine which builds upon the underlying technology in Engage but also enables the customer to work with their choices of data providers as well as introducing a range of new premium data extensions which come from a deep strategic tie-up with Experian.

Artesian Connect introduces a host of new capabilities which include a powerful bespoke Processing Rules Engine, Connectors and APIs, an Admin Console and Batch Processing capabilities along with a suite of premium features that support processes such as Pre-Screening customers, Advanced Prospecting, Customer Onboarding, Risk and Credit Underwriting and many others. Also in the pipeline is a development toolkit, which will enable Customers to build or integrate with their own applications.

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 impressive customer retention.

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We are therefore seeking a sales professional ideally with a background in solution selling in the data, compliance and risk solutions arena with knowledge of the Financial Service, Banking, Insurance and Insurance broking segments.

Knowledge of MEDDIC, SPIN and disciplined around process will also be a distinct advantage though training and education will be provided.

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>

Artesian Core Values

We try to hire like-minded people which is why our core values are important because if you join us it is pretty important that you fit right in. Ask yourself, do they 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

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Profile of the role

We are looking for an ambitious growth-oriented Enterprise Account Manager who will be focused on delivering a revenue number from a small number of key accounts but mostly through new name acquisition from a list of carefully selected target accounts.

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 your own pipeline generation and deal origination. We have an awesome pre-sales team to support prospecting activities and post-sales Customer Success Management teams to take care of post-sale implementation, training and customer success.

Key Responsibilities

- Pipeline-generate own opportunities to supplement inbound qualified leads (80/20 split).
- Develop, forecast, close and win business from existing key accounts and new business target names.
- Practise the MEDDIC process, SFDC and conduct deal-reviews.
- Develop needs (company uses SPIN) to drive value.
- 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 Tier 1 and Tier 2 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