

Job Specification - Enterprise Account Manager



Job Title: Enterprise Account Manager

Direct report to: CEO

Location: London Bridge /Reading / Home-working you will only 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:DueDil Company – do better business faster

In September 2021, Artesian and DueDil announced a merger.

“This exciting merger announcement brings together two exciting UK Fintechs both of which play a key role in the broader NatWest Group. Artesian providing client relationship intelligence for our frontline and business development teams and DueDil with their integration with Mettle helping us completely automate business account opening. I am looking forward to seeing what the combination of the two great innovators will bring”

Ian Isaac Managing Director – Lombard

Artesian is known for its strong in frontline engagement capabilities, bringing engagement insights from social and news and a powerful rules-engine to manipulate data to create engagement signals delivered through an appealing web interface.

DueDil is strong in middle and back-office automation, with a powerful data-ingestion, augmentation and enrichment engine that focuses on delivering compliance information via an API.

The merger provides a unique single-platform to allow Customers in the regulated industries of Financial Services, Banking and Insurance to help these customers solve three key challenges:

- Fine the right customers
- On-board them faster
- Keep them for life

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Do better business, faster.

Find the right Customers

Pinpoint the Customers you want based on risk profile and opportunity - use insights to get them talking about the things which are important to them

Onboard faster

Frictionless straight through onboarding with robust compliance and audit

Keep your Customers for life

Real-time insights and continuous in-life monitoring to identify risks and opportunities and assist with customer remediation

The only platform that links customer engagement, acquisition, onboarding and remediation

4

Our newly merged company will serve over 600 customers including the UK leading banking, financial services and Insurance customers which include:

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600+ customers impacting millions of businesses
Banking, Financial Services & Insurance

Banked :			

13

600+ Clients	15K Relationship professionals served every day	25y Experience in data intelligence	47bn data points processed daily	150m API calls a month

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We are now expanding our commercial team 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 : DueDil have strong financial backing from Octopus Ventures, Notion Capital, Augustum 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 <https://www.better-business-faster.com/>

Artesian: DueDil 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?

- **Growth Mindset** – you want to grow and improve (you, your company, your customer)
- **Resourceful** – you find ways to get it done
- **Accountable** – you do what you say
- **One Team** – one boat, one race

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.

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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.

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