

Senior Account Manager (London - UK)

Validis is seeking a Senior Account Manager to manage our Tier 1 client list. The position will be responsible for identifying growth opportunities, maximizing account penetration and building strong and lasting relationships with our most valuable clients.

Validis is a young dynamic fintech company with an innovative platform for the SME finance and accounting sector, we are the revolutionary and industry-first financial data transmission software, that's empowering global financial institutions, accountancy firms and commercial businesses. The growth potential is enormous, and we are looking for a passionate Account Manager to take a key role in our small and energetic commercial team. You will be looking to work in a small agile company and take on the challenges of an entrepreneurial organisation.

Job Description

- Meet and exceed renewal and growth targets while ensuring clients feel valued, informed and competitive
- Primary focus is to grow current usage and expansion across account by meeting new contacts/business units.
- Maintaining the CRM database (Salesforce) and accurately forecasting
- Educating business decision makers on the benefits of using Validis;
- Identify product improvements or new products by remaining current on industry trends, market activities, and competitors;

This is an exciting role at the forefront of the delivery of an exciting fintech product that is used at the front line of financial accounting information driven business decisions in a continually changing and demanding business market.

Skills

- Experience of managing Tier 1 Financial institution customers
- An understanding of the SME Lending industry and their business models preferred.
- Ability to build and sustain relationships at a senior level
- Intellectually curious / naturally ask insightful questions to progress conversations forward
- Can demonstrate ownership, organization and drive
- Have creative ideas about how you could approach and engage with your market goal driven
- Have an ability - and desire - to understand customers problems and sell solutions that solve those problems.
- Maturity and confidence beyond your years so you can network at C-suite
- 2.1 minimum BA/BS degree required

Desirable Skills

- Planning and strategising
- Persuasiveness
- Adaptability
- Negotiation skills
- Resilience and tenacity
- Goal driven
- Articulate
- Reliable and trustworthy

Remuneration

- 25 days annual leave
- Uncapped OTE
- Pension
- Access to office gym
- The opportunity to progress your career at one of the UK's fastest growing FinTech companies

To apply, please visit www.validis.com/about/careers/ or call 0844 375 9070