

## Head of Solution Sales and Account Management

### Location: London

This is a senior appointment and requires a confident, credible and commercially astute individual who can demonstrate the initiative and ability required to grow the company's global Install base revenue and to lead commercial negotiations to increase installed trading platform footprint within major accounts.

### Major responsibilities are as follows:

Proactive consultative sales and account management of global install user base towards the rapid take up and acceptance of the company's next generation software platform.

Developing and maintaining global direct and indirect sales channels and capability to support a consultative software and solution selling model required to grow new client business revenue.

Proactive account management to achieve consistent client satisfaction towards growth in consultancy engagements and cross sale software modules and licenses revenue.

Working closely with Professional services, Product Management and Marketing on service and product offering strategy and roadmap.

### Requirements:

- Proven target driven sales management and sales channel development experience on a global level.
- Ability to apply sound commercial judgments to decisions affecting client satisfaction/retention verse revenue generation opportunities.
- Proven experience of consultative solution selling approach to client engagement.
- Good communication skills – written and verbal.
- Strong people manager team leader, with ability to motivate and lead a global team.
- Strong team player, with proven ability 'to bring people along'.

**The ideal candidate will possess:**

- Hands on senior sales professional with proven experience of Business to Business software/IT solution sales management experience – direct and indirect/partner channels, preferably within SME environment.
- Professional appearance, poise, and confidence, coupled with exceptional client relationship and presentation skills
- Target driven with entrepreneurial spirit and a proven level of business acumen.
- Integrity and strong work ethic
- Flexibility to travel.
- Prior experience of selling critical operational brokering/ trading /collaborative software or IT solutions.
- Prior experience of selling into the Ship broking, Shipping or Commodities trading industry is an advantage.