



## **Vacancy**

**Job-Title: Senior Account Executive FS (m/f/d)**

**Job Type: Full Time, Permanent**

**Location: Munich-Germany**

**Region: Germany**

**Sector: IT**

Bank: Oberbank AG  
Kontonummer: 04351023066  
IBAN: AT661500004351023066  
BIC: OBKLAT2L  
ATU: ATU67490912

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Ledererhof 7 (Eingang)  
1010 Wien  
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## **Company Overview:**

Our client is the leader in cloud software for customer engagement and operational excellence. Its market leading solutions are used to change the way customers' businesses work, through means of Digital Transformation.

Playing a key role in growing business across Germany, you will be responsible for selling into and developing new business within key and strategic accounts in the Financial Services industry.

For the office in Munich we are looking for a

## **Senior Account Executive- Financial Services (m/d/f)-Munich**

### **Responsibilities**

- ❖ Penetrate new organizations/accounts and radiate new business within existing customer base.
- ❖ Provide insight to the customer as the basis of the commercial conversation, teaching customers something new/valuable about how to compete in their market.
- ❖ Work with partners to generate our clients value propositions.
- ❖ Continuously and tenaciously build and maintain a pipeline of sales activity through contextual prospecting and pipelining using a variety of methods.

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## **Required Skills/Experience**

You are a strong salesperson, committed to improving customer experiences by helping change the way businesses engage with their customers. You must be able to push the customer's thinking to quickly gain credibility and build a strong relationship based on adding value instead of resolving tension in the relationship.

- ❖ BA/BS Degree or equivalent business experience.
- ❖ 5-10 years of sales experience.
- ❖ Proven track record of Enterprise software sales.
- ❖ Experience selling into large FS accounts such as Sparkasse Finanzgruppe and Genossenschaftsbanken.
- ❖ Strong knowledge of CRM, BPM, and/or Case Management preferred.
- ❖ Ability to learn and understand complex data relationships and rules-based systems design.
- ❖ Ability to actively listen, hear and understand what is said and not said, and comprehend the meaning and intent.
- ❖ Outstanding business acumen: defined as an intuitive and applicable understanding of how a company makes money and is critical to effective strategy execution.

## **What You've Accomplished:**

- ❖ Successful in Software Solution Sales to large enterprise customers.
- ❖ Being able to articulate solutions to a partner network and using them to help drive new business.
- ❖ Worked in sales teams with multiple stakeholders involved, working collaboratively to complete a task.

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### **What our Client offers:**

- ❖ A rapidly growing yet well-established business.
- ❖ The world's most innovative organizations as reference-able clients.
- ❖ Analyst acclaimed technology leadership in a massive emerging market.
- ❖ A fast-paced, exciting, collaborative, and rewarding sales environment within innovative industries.
- ❖ Competitive salary + uncapped commission with accelerators.
- ❖ A sales enablement incentive and ramped target.

### **Personal Characteristics**

- ❖ Willingness to travel to the region.
- ❖ Entrepreneurial mindset and hands-on mentality.
- ❖ Strong sales focus and high target orientation.
- ❖ Excellent communication skills.
- ❖ Hungry for success.
- ❖ Friendly and open personality with openness to new ideas.

If you are interested in this vacancy, please submit your CV to

[Juwal.Grauss@valerto.com](mailto:Juwal.Grauss@valerto.com)