

Summary

ExpenseIn, the trading name of Mobile Dynamics Ltd, is seeking an Account Executive to support the UK's leading cloud-based expense management solution. ExpenseIn is an innovative, modern and rapidly growing company providing remote working in a fast-paced environment.

You will have responsibility for the full sales cycle; this would entail qualifying customers and gathering requirements, holding software demonstrations and providing a seamless customer experience through to the implementation phase and successful close. Your detailed knowledge of the system, coupled with a consultative approach to understanding customer needs, will ensure that you provide a tailored and first-class service.

The role:

- Hold consultative discovery meetings with prospects to identify prospect requirements, pain points and key business drivers
- Deliver tailored and in-depth software demonstrations with smaller prospects online via Teams
- Engage with new customers through various channels including live chat, email and telephone
- Systematically contact lost leads to see if there is any opportunity for re-engagement
- Keep meticulous notes on ExpenseIn's CRM system so that lead information stays up to date to successfully track prospects and facilitate reporting
- Responsible for helping trial accounts get the most out of the system and being their point of contact for any questions
- Maintain a high level of competitor and market awareness, as well as ExpenseIn products and wider industry-related knowledge
- Communicate effectively with stakeholders at all levels of the organisation and provide a seamless end-to-end sales cycle
- Demonstrate extensive knowledge of ExpenseIn products, expense management best practices and tax considerations
- Produce custom pricing proposals for prospects and provide relevant sales collateral
- Manage customer requirements, both product and contractual, throughout the sales process
- After successful close, you will be responsible for tracking customer engagement and usage by utilising system tools and reports

The person:

- Must have a high degree of organisational skills including prioritisation, scheduling and time management
- You will be expected to gain a deep understanding of the ExpenseIn platform and wider expense management considerations. As such, an ability to pick up software quickly is essential
- Demonstrate exceptional interpersonal and influencing skills
- Be self-motivated with a strong desire to succeed
- Should be tenacious and open to new challenges
- Always maintain a positive attitude and work ethic with a proactive approach
- Demonstrate excellent verbal and written communication skills