

## Account Manager

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Company: SS&C Technologies Holdings

Location: Recoleta

Category: arts-design-entertainment-sports-and-media

## Job Description

### Account Manager

**Location:** Remote, Argentina

### Get To Know The Team

████████████████████ is seeking a confident and highly motivated Account Manager to be a part of the LATAM Sales team. You will work closely with our partners, your peers and the wider team to increase our market by maintaining, growing and generating new business across the SS&C Blue Prism solution portfolio.

### What You Will Get To Do:

████████████████████ Selling both directly and engaging closely with alliance and channel partners, to develop new business

Identify and develop strong relationships with the key decision-makers

Selling RPA into large enterprises, BPOs and Shared Services operations, to manage complex sales campaigns from introduction to closure

Work alongside the senior relationship holders in key alliance partners in joint selling campaigns

Work with existing sales process and collateral and help develop the materials to suit specific and local markets

Self-generate new pipeline

Close new business from end user clients

Work alongside alliance partners in joint selling campaigns

Work with new channel partners to help them become independent

Work with the technical team to provide sales feedback and help identify areas for improvement

Forecast Accuracy so that Management can properly plan for growth

Maintaining a very clean view into current quarter and future quarter opportunities and forecast

The ability to travel roughly 50-60% of the time is a requirement

### **What You Will Bring:**

3-5 years of selling into enterprise/global/complex accounts with a track record of success

Experience in selling SaaS and Cloud solutions

Aptitude to sell at senior level, managing complex transformational deals

Superb relationship building skills are a must – a range of influencers are involved in successful RPA sales – within the target accounts themselves, influencing partners and of course internal SS&C Intralinks and Blue Prism resources needed to support client activities

Background in a consultative sales environment with an excellent understanding of complex solution sales cycles and proven experience in successful solution selling

Experience of or ability to sell to the business, as well as the IT influencers

Inquisitive and tenacious with the ability to find new opportunities and extend the value of accounts

Credible at both executive and operational levels, with the ability to develop long-term

relationships

Comfortable in carrying a quota, have strong organizational skills and excellent relationship skills

Will have a ruthless focus on results – pipeline generation, revenue, and profit, with the ability to lead and inspire others in your ecosystem

Excellent communicator, both written and verbally, with business-level Portuguese and English proficiency. Fluent Spanish a plus

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