

# Argentina Jobs Expertini®

## Senior Enterprise Account Executive

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Company: LeanIX GmbH

Location: Buenos Aires

Category: other-general

The Senior Enterprise Account Executive role at LeanIX is an integral part of our team, creating the relationship between LeanIX and the company's customers.

Senior Enterprise Account Executives will present use cases and convey the value proposition as well as the product philosophy of LeanIX's Enterprise Architecture suite and are responsible for ensuring that sales qualified leads are supported in their decision-making process. This role is responsible for the entire sales process, through contract closing.

Our customers are industry neutral and international, providing Sales Executives with a broad field of activity for further development. The ideal candidate for this role is open minded, takes initiative, expresses authenticity and has a strong interest and background in software and technology sales.

### **Senior Enterprise Account Executive (f/m/d) - Argentina**

Based in Buenos Aires, Argentina

#### **What is waiting for you?**

Support your team's success as you generate new sales opportunities in the assigned territory and win business by quickly identifying challenges that prospective customers face and discover solutions for their business

Consistently close new business with Fortune 1000 companies by creating and nurturing relationships with key internal stakeholders, with the goal of routinely meeting or exceeding quota

Collaborate with LeanIX's global Marketing and Technology departments to evolve the

company's sales strategy and how to feature product updates

Apply and maintain appropriate sales activity levels to ensure success with customers and distributors

Develop and implement a territory plan for reliably delivering quota and for expanding in the region

### **What are we looking for?**

5+ years of working experience in Enterprise B2B sales

Familiarity with DevOps methodologies

Passion for working in a collaborative, quickly growing environment where one is invited to and motivated to succeed

Ability to communicate professionally with stakeholders all levels of an organization

Specific Skills: MS Office Suite, CRM (Salesforce), MEDDIC

Excellent Spanish, English language skills, other language skills are a plus

An individual who inspires trust and open communication

### **#BI-Hybrid**

LeanIX, an SAP company, is a market leader for enterprise architecture management (EAM), driving the modernization of IT landscapes and continuous business transformation. Its software-as-a-service solutions empower organizations to create transparency, enabling them to visualize, assess and manage the transition towards their target IT architecture. By offering a data-driven and automated approach enhanced with AI, LeanIX helps organizations make sound decisions and collaborate more effectively. LeanIX serves over 1,000 companies globally across various industries, including more than 10% of the Fortune 500 and half of the German DAX 40. Headquartered in Bonn, and offices in Munich and Berlin (Germany), LeanIX also has a strong international presence with offices in Boston (USA), London (UK), Paris (France), Amsterdam (Netherlands), and Ljubljana (Slovenia). In November 2023, LeanIX became part of SAP. For more information, visit [. Your application information might be therefore shared across both SAP and LeanIX recruiting and hiring teams.](#)

LeanIX is not just a product, in fact it's **agreat place to work**. Colleagues (600+) from dozens of countries jointly make our vision reality. We believe in transparent communication, personal development, diverse workforce, innovation by creating ideas that prove useful and that our world-class team deserves the best software stack money can buy.

At LeanIX we have **Hybrid Work Mode** which means you work remotely from your home office and work from one of our offices. LeanIX teams and team members decide together on the work mode which suits them best. Next to that we have great benefits for you,

*LeanIX is committed to being **equal opportunity employer**. Diversity is vital to driving the growth and success of our company. If you need an equitable interview process alternative, please let our team know at [You will be treated with the utmost respect and confidentiality.](#)*

*All applicants will receive consideration for employment based on experience, qualifications, and competencies. LeanIX will not discriminate based on race, color, religion, belief, political affiliation, union membership, age, sex, pregnancy, sexual orientation, gender identity, national or ethnic origin, genetic information, creed, citizenship, disability, protected veteran or marital status, or any other status protected by applicable laws or regulations.*

LeanIX's Continuous Transformation Platform® offers SaaS solutions to help IT architects, IT asset managers, business leaders, and DevOps teams achieve transparency and control over their enterprise architecture, SaaS, and microservices landscapes.

LeanIX is not just a product; it's a great place to work. Each of our over 550 global employees plays a role in making our vision a reality. Together, we've combined our values to make a culture that drives innovation. This empowers us to build an essential software toolset that our customers can't do without.

Our vision: In a great workplace, employees are more engaged by having information in an understandable context and by feeling confident that decisions are made based on facts.

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