

Argentina Jobs Expertini®

SW and Services Account Executive

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Company: NCR Corporation

Location: Argentina

Category: other-general

About NCR/VOYIX

NCR VOYIX Corporation (NYSE: VYX) is a leading global provider of digital commerce solutions for the retail, restaurant and banking industries. NCR VOYIX is headquartered in Atlanta, Georgia, with approximately 16,000 employees in 35 countries across the globe. For nearly 140 years, we have been the global leader in consumer transaction technologies, turning everyday consumer interactions into meaningful moments. Today, NCR VOYIX transforms the stores, restaurants and digital banking experiences with cloud-based, platform-led SaaS and services capabilities.

Not only are we the leader in the market segments we serve and the technology we deliver, but we create exceptional consumer experiences in partnership with the world's leading retailers, restaurants and financial institutions. We leverage our expertise, R&D capabilities and unique platform to help navigate, simplify and run our customers' technology systems.

Our customers are at the center of everything we do. Our mission is to enable stores, restaurants and financial institutions to exceed their goals – from customer satisfaction to revenue growth, to operational excellence, to reduced costs and profit growth. Our solutions empower our customers to succeed in today's competitive landscape.

Our unique perspective brings innovative, industry-leading tech to all the moving parts of business across industries. NCR VOYIX has earned the trust of businesses large and small — from the best-known brands around the world to your local favorite around the corner.

This position is an individual contributor role responsible for development and execution a

sales strategy to win business within assigned territory that is managed, tracked, and reported in Salesforce.com.

In close partnership with other cross-functional resources, the relationship management/customer success, the sales executive closes new business within the installed base and with “net new” customers.

Quota-carrying role which will have leadership responsibility for the development and execution of winning sales strategies for NCR's industry-leading portfolio of self/assisted-service hardware, software, professional services, consulting services, and support services solutions for the country.

Develop and maintained relationships with executive members of strategic client organizations. Incumbent will also serve as a liaison between members of NCR executive management and the client organization(s), and thus will have frequent and direct involvement with executive-level management of multiple NCR divisions.

Manage sales and business results in the account(s) as if operating their own business, while acting in the best interest of the company at-large. Plans and directs all direct sales activities as well as supporting activities such as account planning, forecasting, executive mapping, and managing accounts receivables.

Manage the team's sales efforts to ensure that the appropriate activities are properly executed to create demand for NCR solutions, gain customer commitment, build momentum and accelerate the sales cycle.

Works with sales associates to map out the key players in the account who are involved in the decision making process, and strategize on implementing an appropriate account/opportunity plan utilizing a consultative selling approach.

Ensures that the sales people understand the relationships between members of the organization and the impact on buying behaviors in order to determine the most appropriate sales approach at each level of the organization.

Develop a competitive sales strategy that anticipates the competitor's actions and utilizes effective tactics to out maneuver the competition and enable NCR to be better positioned to meet the customer's objectives.

Responsible for cultivating, developing, and reinforcing effective selling techniques that will enable his/her people to grow their business in a profitable and fair manner.

Maintains and manages expenses within budget and develops a territory design based on revenue growth potential, market trends and capabilities of sales representatives.

Utilizes a structured approach for identifying and measuring the quality of potential new business; Analyzes creation of solution offer and proposal development to ensure it promotes value based pricing.

BASIC QUALIFICATIONS

Bachelor's degree or equivalent in a related discipline

10 years +sales experience selling technology services and products into major accounts

Proven track record in sales leadership

Strong business and P&L acumen

In-depth experience and understanding of the retail market and related competition

Manage the sales process and develop a strategic roadmap which aligns customer needs, issues, opportunities with industry best practices and our company's offerings.

Collaborate with customers and partners enabling them to experience greater business value from our company.

Experience in developing and executing solution sales strategies.

Strong communication and interpersonal skills, including establishing credibility and trust with partners and building influential relationships with the stakeholders

Ability to work and manage in a matrix management environment

Reports directly to the Vice President LATAM Retail Regional Sales

PREFERRED QUALIFICATIONS

Master's degree - MBA

Strong Executive Presence – this role will have extensive executive visibility both internally

and externally

Has successfully managed matrix teams including professional services, solution architects and operations teams

Robust sales track experience in services sales

Leadership of a sales organization inclusive of complex solutions (HW/SW/Services)

Project management skills; Client and Business plan management proficiency

Offers of employment are conditional upon passage of screening criteria applicable to the job

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