

## SENIOR ACCOUNT EXECUTIVE - SPAIN (M/F)

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Company: Ivalua

Location: Spain

Category: other-general

## SENIOR ACCOUNT EXECUTIVE - SPAIN (M/F)

Ivalua is a leading provider of cloud-based procurement solutions globally.

### THE OPPORTUNITY

As an Ivalua Senior Account Executive you will be focused on customer acquisition for Spanish territory. You will have a proven track record of exceeding quota in SaaS/Cloud application sales in Procurement or Supply Chain Domains. An Ivalua AE should be a motivated and tenacious self-starter who is comfortable selling to senior level executives in Procurement, Finance, and IT.

Reporting to the Head of Sales South EMEA, your role is to market our software solutions to our potential customers.

### WHAT YOU WILL DO WITH US

Prospect, forecast, resource allocation and planning of new business deals

Develop and execute on a strategic territory plan to deliver maximum revenue potential

Evangelize the Ivalua vision within key accounts in Italy

Working in close collaboration with solution consulting, management, and ecosystem business partners, sell Ivalua's value proposition to senior level executives

Forecast sales activity and revenue achievement in CRM tool, while creating and maintaining satisfied customers

Achieve quarterly sales objectives and forecast sales activity accurately

Develop add-on business with existing accounts

Champion your customer's implementations to ensure great success

## **YOUR PROFILE**

If you have the below experience and strengths this role could be for you.

### **Skills and Experience**

From 10 years of experience in Solution Software Sales

Bachelor's degree from a reputable institution

Procurement, Supply Chain or Finance Domain knowledge – must be able to have credible business conversations with Procurement and Financial executives

Verifiable track record of consistent overachievement of quota's and revenue goals

Experience in managing complex sales-cycles and demonstrated ownership of territory and account management

Outstanding communication (written and oral) negotiation, presentation, and solution selling skills to manage complex organizations

Ideal Background: Procurement or Supply Chain consulting background or Product Management, then moved to a quota-carrying sales role

### **Soft Skills:**

Spanish speaker with excellent English language skills

Demonstrates the ability to work in an environment where growth and change is the only constant

Proficient in Microsoft Word, PowerPoint, and Excel

## **WHAT WE CAN DO FOR YOU**

An innovative and stimulating work environment

Great training and career development

You will work with a diverse and global team made up of exceptionally passionate, talented and motivated colleagues who are established leaders in their field

Regular social events, team sports or musical activities (under normal conditions)

We pride ourselves in customer experience, Agility, Pragmatism, Positive attitude and enthusiasm, Team play, Continuous learning and Improvement and accountability.

Ivalua received the Happy @ work France and Germany 2020.

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