

Account Executive - New & Existing Business - FP&A**Price £0****AD**Ad URL: <https://loot.com/18367666>

Ad reference number #18367666

**DEALER**

CV-Library

info@adview.online**DESCRIPTION**

Ad Type:	Offered
Posted on:	14/12/2020, 03:16

DESCRIPTION

Job Category: IT Job Location: Reading, Berkshire, United Kingdom We have a fantastic opportunity within Unit4 for an Account Executive - FP&A to join our successful, growing and highly motivated sales team. In this senior role, you'll be tasked with cross-selling Unit4's Financial Planning and Analysis (FP&A) Solutions into both the existing customer base and net new prospects * Reporting directly to a Sales Director, your role as an Account Executive will be to develop a new business sales plan and strategy to win new license sales across new prospects and existing accounts * You will drive complex sales cycles orchestrating internal teams of pre-sales, value engineering, professional services, inside sales, marketing and sales support. You will also excel at collaborating with a cross-functional sales team in a complex platform selling motion. * You will use your experience and consultative selling skills to build relationships with prospective customers and executive sponsors. * Conducting highly effective presentations to C-level executives and key C-suite level decision makers focusing on the Office of the CFO. * You will highlight business benefits that will be achieved by investing in our solutions. * Furthermore, you will keep yourself up-to-date with all relevant technologies used by Unit4 and changes in the sector, including an appropriate level of understanding of the



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solutions we provide