

Senior Account Executive – Switzerland

Description

As a Senior Account Executive (Existing Business), you will be accountable for developing a plan that will lead to hitting your territory goal, with the full assistance of the company to make you successful. Furthermore, you will be responsible for accelerating the growth of FNZ to existing customers in your territory across enterprise Financial Services and Insurance businesses – this is very much a “Farmer” role. You will also give guidance to a small team of Account Executives doing business with existing customers.

Responsibilities

- Identify cross- and upsell opportunities at our existing customers in EMEA
- Develop impactful, strategic sales plans for your customers and identify required resources as well as co-selling together with multiple partners
- Coach other Account Executives to sell to existing customers in the region
- Evangelise FNZ with customers and work with internal resources and/or partner to develop the right strategy for the customers to cross- and upsell our solutions
- Using (and gaining) knowledge of the Financial Services and Insurance market and competitors, identify potential new business decision makers within existing customers
- Grow your network within your customers, identify additional business and leverage your network to successfully expand the business
- Promote the FNZ vision through product demonstration, at events and account specific initiatives
- Sell to C-Level across business, compliance, operations and technology using a consultative solution, strong teamwork and co-selling sales approach
- Effectively manage and drive all stages along a complex sales cycle to a successful close
- Successful contract negotiations with customers
- Learn, have fun and get things done!

Qualifications

- 7+ years of proven success in enterprise software selling to Financial Services and Insurance businesses
- Passionate about technology and digital transformation
- Able to lead clients in defining their digital transformation strategy and articulate FNZ's propositions
- Able to build strong working relationship with cross-functional teams and externally with executives with customers and at partner organizations
- Excellent networking and coaching skills with a consultative approach
- Fluent in German and English; French is a great asset

Hiring organization

FNZ Group

FNZ is the global platform opening up wealth. We partner with the entire industry to make wealth management accessible to more people.

Employment Type

Full-time

Job Location

Zurich, Zurich, Switzerland

Date posted

November 16, 2022

APPLY