

**Job Description:** Account Manager

**Location:** UK Nationwide

#### Description of Company

Thoughtonomy is an exciting start-up technology business operating in what is undeniably one of the most impactful markets of current times, that of automation through software robotics.

According to the 2016 World Economic Forum in Davos, the world is on the verge of a fourth industrial revolution – the age of robotics and artificial intelligence. As the WEF put it; *“We stand on the brink of a technological revolution that will fundamentally alter the way we live, work, and relate to one another”*.

Thoughtonomy are a London based business who are at the forefront of bringing this revolution to reality, helping organisations across the globe deploy their technology to support new ways of providing business services. Working with some of the largest end users, service providers and outsourcers in the market, they are helping organisations to realise business efficiency through the deployment of a cloud based automation platform known as the Virtual Workforce.

Due to rapid expansion they are seeking applications from energetic, enthusiastic and motivated account managers to join our team and be part of driving our growth. Candidates are assured a dynamic and vibrant workplace, a receptive marketplace, a differentiated solution, and a world of possibilities for the future.

#### Description of Role

We are seeking extraordinary sales individuals who want to further their career and join one of the UK's most exciting early-stage software companies, operating in one of the highest growth markets in IT today (analysts project market growth of 60% CAGR over the next 5 years.)

To be successful in this role, you must be an experienced account manager, with specific experience of successfully selling enterprise software or ITO /BPO services into large enterprises.

You will be a quick learner who can become an expert on our Software as a Service (SaaS) and understand the role that automation and cognitive learning will play in the digital transformation of traditional business models and how Thoughtonomy will enable value for our clients.

In this role you will need to develop close relationships with senior managers and executives across multiple business functions and drive increased sales of Thoughtonomy SaaS Platform within the client base.

You will as a minimum possess 5+ years of proven sales experience in software or services, be able to demonstrate consistent over achievement and will be one of the top performing sales people in your current company

Prior knowledge of automation software including Robotic Process Automation (RPA) would be advantageous as would experience selling into/managing client in the BPO/ITO marketplace.

#### Core Duties and Responsibilities

Account Manager Responsibilities include:

- Managing the commercial relationship between Thoughtonomy and clients
- Increasing Thoughtonomy revenues from existing clients
- Management of a complex, consultative sales cycles with multiple stakeholders
- Engagement with senior-level executive contacts (CEO, COO, CFO, CIO, SVP Sales/VP Sales)
- Understanding the business challenges that prospective clients face and articulating how our platform can solve their specific challenges
- Understand the basics of our platform technically and be able to clearly articulate technical principles at a high level
- Work through the contract negotiation and closure process
- Possess strong executive-level/decision-maker contacts in BPO/ITO companies