

Executive Account Manager

SprintHive is offering the right candidate a great opportunity to join a fast growing South African fintech that enables seamless and innovative customer onboarding services that drive conversion rates, prevent fraud, reduce risk and costs. You'll be surrounded by smart people who are passionate about building effective software services for our customers and believe that world-class support is critical to customer success.

Our business is growing, and we are looking to add an Executive Account Manager to join the Business Development team. This team member needs to have great sales skills, communication skills, be professional, customer facing, super organised, great attention to detail, solution orientated and keen to deliberately learn. This team member needs to be passionate about sales, display both perseverance and energy, with an eagerness to learn about and understand the valuable Services that SprintHive offers to our clients. The candidate must be able to develop relationships generating leadings to executive and board level.

Previous experience in account management at executive level is essential. Experience in the financial services industry, product and technology knowledge will be an advantage.

Requirements includes:

- Degree in Business Administration or Technology or related fields
- Proven experience in account management, or similar role, with +10 years of experience that include leads generation, senior management, executive and board level.
- Experience selling technology to financial services, retail, online services, telcos and related industries will be added advantage
- Exceptional interpersonal and business development skills
- Strategic thinking and problem-solving skills
- Strong ability to demonstrate services and methodologically advance opportunity to Proof of Concept (PoC).
- Ability to work collaboratively and lead cross-functional teams.
- Strong attention to detail and a results-oriented mindset.
- Masters Degree will be advantageous

Responsibilities includes:

- Drive digital transformation through meaningful engagement with C-level executives, IT leaders, and various lines of customers business.
- Prospect for new accounts, develop customer base, appraise key business opportunities in our market segments.
- Responsible for the creation, implementation, and execution of Action Sales Plan.
- Develop, manage and forecast overall business across the industries.
- Respond promptly and decisively to customers' requirements through effective communication and co-ordination with various internal teams.
- Plan and execute complex sales campaigns.
- Create close relationships with key customer individuals at all levels of their organizations
- Able to structure solutions, and business cases for clients.
- Accountable for completion and successful response to RFI & RFP.
- Produce monthly sales report.
- Other tasks or matters that maybe assigned to support revenue targets in futures.

Location: Johannesburg based but working hybrid with travel primarily around the country.