

Client Account Director- Canada - HCLSoftware

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Company: Actian

Location: Canada

Category: other-general

About Us Startups are exciting. That's why we've never stopped. For decades, HCL has been a company of inventors and innovators. We power the most important industries on the planet — from finance to telecommunications to scientific research. HCL Software develops, markets, sells, and supports over 20 product families across the following main pillars: Customer Experience, Digital Solutions, Secure DevOps, Security, Automation, Data and AI. We are busy, growing quickly and have an incredible workforce who are committed to becoming the #1 Software company in the world. Come join HCL's fast-growing, \$2B software business and make an impact from Day 1! This is an exciting time to be joining HCL Software, as we expand, invest and grow.

Position Summary The HCL Software Client Manager will be responsible for overall software growth for our Fractal customers. You'd be an integral member of our account management team working collaboratively to meet and exceed client expectations. We will look to you to grow from an existing software base as well as sell software to new customers. We are adding to our team of Account Managers to create long-term, trusting relationships with our customers. The Account Manager's role is to oversee a portfolio of assigned customers, expand and develop new business from existing clients, and actively seek new sales opportunities. You're the primary contact for our clients and start each day excited to establish new relationships while continuing to nurture existing ones. Account Managers also answer client queries and identify new business opportunities among existing customers. In this role, you will liaise with cross-functional internal teams (including Customer Success and Sales) to improve the entire customer experience. By meeting with our clients, you're able to build excellent rapport and more effectively educate them about our

clients' services. You should be able to understand several industries enough to have C-suite conversations with customers and bring in the right HCL solution. You will learn from a respected team of professionals while building your knowledge, skills, and experience with a growing and dominant player in the world of Enterprise Software. HCL was recently ranked on Forbes Best 100 Global Companies to Work for in 2021.

Requirements:

At least 12-15 years of proven experience of managing accounts and demonstrating sales excellence/success in Enterprise Software Sales

Experience in “owning” a portfolio of accounts or a territory.

Ensure attainment of revenue and associated targets

Identify and qualify product and solution leads within managed accounts.

You are self-directed, self-motivated, and focused on achieving winning results. You are eager to develop a leadership mentality and learn alongside other teammates and business leaders.

Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization.

Have an entrepreneurial mindset with a consultative sales approach manner.

Ability to learn and adapt quickly in a fast-paced, dynamic, team-oriented environment.

Integrity, humility, personal goal setting, time management, and drive to succeed.

Energetic and professional; role will require very regular internal communication and interaction.

Proven ability to juggle and sell multiple products at a time, while maintaining sharp attention to detail

Resourceful: you don't always have all the answers, but you know where to find them.

Bachelor's Degree Required, master's always a plus!

Travel: 30-50% travel

What we Offer:

Hybrid location (remote-work from home and in office – Mississauga, Ontario)

Competitive base salary plus quarterly bonus

Excellent learning opportunities and career advancement potential

A diverse and professional company culture

Travel: 30-50% travel

We know the best outcomes for both our people and our clients result from including diverse perspectives at the table. To that end, HCL Software is an Equal Opportunity Employer and treats candidates and employees fairly without regard to race, color, sex, age, disability, pregnancy, religion, genetic information, national origin, marital status, sexual orientation, ancestry, political belief or activity, family care or medical leave status, military or veteran status, and/or any other protected classification in accordance with federal, state, and/or local law.

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