

Job Announcement

Eniram is revolutionizing seafaring by developing cutting edge information technology to reduce fuel consumption and emissions. Eniram has created a product portfolio that provides the tools for the crew onboard and naval operations onshore to enhance vessels performance and operations.

Our cross-functional team of software experts, seafarers and shipbuilders is keen to challenge the industry's current way of thinking. Our expanding customer base is global by nature. This is an exciting time to join Eniram and due to our rapid organic growth, we are looking for highly motivated and multi-talented

Account Managers

Territory: Middle East

Location: Sonning, Reading, UK

Reporting To: VP of Global Sales

Purpose:

To build-up and manage sales and customer activities for the Middle East market, ensuring strong customer focus and client management.

The Sales Manager will initially be responsible for managing all aspects of the sales cycle, from prospecting through to contract signature, and for on-going account management of the customer with assistance from the head office in Helsinki.

The key objective will be to develop the market presence already established in the territory and, to manage and develop the territory pipeline, and achieve the agreed revenue targets. You will be responsible for identifying a manageable number of customers and prospects, taking our current flagship product and complementing product portfolio to shipping companies operating / managed from the territory. A high degree of travel is a characteristic of this role and you should expect to be in the territory every second week.

Together with the full support of the company HQ sales team, you will actively build a long-term relationship with customers and prospects and manage sales related activities in the region.

Once established, we would expect you to help us shape our expansion plans and if necessary to hire and train supporting functions including third party distribution in the region.

Key Responsibilities:

Establish a systematic sales process and account management for the territory:

- Work closely with the VP of Sales and sales team in order to define and implement an expansion driven sales plan for the territory
- Deliver against revenue targets with demanding but achievable performance targets for region
- Build a long-term customer relations culture, identifying and exploiting opportunities for up-selling and cross-selling
- Lead from the front by personally opening and closing profitable new business with new and existing clients

Qualifications, Knowledge, Experience:

The ideal candidate will have a solid technical solution sales background and a demonstrable record of achievement in building early stage revenues in the Middle East.

In addition to high energy levels, enthusiasm and passion, the candidate will have:

- 7 year plus experience in selling Enterprise IT software solutions in a B2B marketplace
 - In excess of 3 years' experience of selling Internationally
- Proven ability to achieve targets by closing new business on a consistent basis
- Basic knowledge of SaaS delivered software products and services
- Ability to work on own initiative to set and meet targets and timescales
- Excellent interpersonal and telephone skills and an ability to present and negotiate at Board level
- Management and leadership skills, with a positive attitude and the ability to motivate self and others in a close working professional environment to deliver effective solutions
- Fluent in written and oral English
- Full driving license
- Working knowledge of the marine industry and related software and systems would be a distinct advantage

For the right candidate we offer

- Attractive base salary and commission
- Mobile phone and laptop PC will be provided.
- Fulltime and permanent position
- Interesting work in a capable team in an international environment
- Flexible working hours
- Good opportunities for professional development
- Relaxed and pleasant colleagues

The position requires a good command of English. The position will be filled as soon as possible.

To apply, please send your application in English including a CV and salary request by e-mail to careers@eniram.fi in reference to "Account Manager ME/UK/027".

For more information on Eniram please refer to www.eniram.fi