

Senior Account Manager Enterprise Accounts

Company Background

Founded in 1998 Moreover Technologies is the premier provider of real-time news and business information on the Web.

Moreover allows customers to create targeted data channels of breaking content that plug directly into any application or database, to track mentions of companies, brands, industries, trends, people, and any other topics of choice, across thousands of editorially selected news and business information sources.

Moreover has brought about a monumental shift in the nature of the distribution of news content. This shift affects the way news is delivered, used and purchased. Until Moreover, syndication rights were required to redistribute news content.

Unlike traditional content syndicators that resell proprietary information, Moreover's sophisticated technology continually scours the Internet to capture and distribute breaking news and business information from thousands of qualified, handpicked sources - including websites, weblogs and broadcast video and audio feeds.

The Role

The Senior Account Managing role will be responsible for maintaining and building relationships within a designated portfolio of Accounts.

The Account Manager plays a pivotal role in Moreover's growth strategy by taking responsibility for all aspects of our relationship with a named list of key clients. Moreover aim to build strong client relationships by better understanding customers' needs, supporting their activities and helping them to maximize the value they derive from our technology and data. The net result is strong renewal rates as well as significant increases in contract values year-on-year.

Key Skills Required

- Consultative Selling skills: Demonstrable and consistent sales experience of intangible and high value information or software products. Ability to help customer identify the delivery and software options that best meet each customer's needs. Experience in cold-calling important in order to identify and pursue opportunities.
- Proven 3-5 years business development sales experience from an online information background. (Business information, online news, subscription information, research, media intelligence, media monitoring)
- Demonstrated good sales aptitude, assertive, persistent, good listener, self-motivated, and excellent closing skills
- Consistent and solid track record of beginning-to-end entrepreneurial sales experience, including lead generation, business development, and prospecting
- Always be one step ahead in client negotiations by using lateral/creative thinking to out smart and out think the competition
- Follow up on all leads and opportunities to ensure that Moreover maximizes the chance of winning business

Key Responsibilities

- Develop strong client relationships
- Provide support to clients as required liaising with internal colleagues as required
- Evaluate and promote usage within each client company
- Train users face-to-face or via online demos
- Manage contract renewal and upsell negotiations
- Identify and act on opportunities for revenue growth using "consultative selling" techniques and team working with Business Development Managers
- Identify new revenue opportunities through growing the contact base and a better understanding of client organisation, strategy and priorities
- **Achieve all monthly, quarterly, annual targets**
- **Build your dedicated pipeline** and actively prospect Enterprise level prospects. Build up an understanding of your prospects organizations establishing their buying points. Raise profile of Moreover within these organizations and to other organizations creating demand for our products and services. Determine client needs and constantly be aware of opportunities to up sell and up sell to an organization.
- **Prospect and convert** potential clients to meet revenue targets: Achieve all monthly, quarterly and annual revenue targets.
- **Question, present and sell** moreover breaking online news content and technology to your potential client database.

Benefits

- Medical, dental, vision, life insurance, and matching 401k (US) / pension (UK)

Contact Information

Moreover Technologies
Contact: Recruiting Department
Email: apply@testfirsthiring.com
Phone: 800-689-7114
www.moreover.com