

Saudi Arabia Jobs Expertini®

Account Executive

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Company: Software AG

Location: Riyadh

Category: other-general

Software AG founded in 1969 it helps deliver the experiences that employees, partners and customers now expect. Its technology creates the digital backbone that; empowers streamlined processes; and It helps 10,000+ organizations to become a truly connected enterprise and make smarter decisions, faster.

Our story goes beyond technology. ~~We people first~~ employees, customers, and partners. We build strong teams and cultivate relationships that last. We provide incomparable products, solutions, services, and technical excellence for our customers. We are a team of over 5,000 colleagues across 70+ countries who value inclusion, integrity, and innovation. Our size means everyone has an impact and every voice is valued. *We are big enough to compete and small enough to care* **Be you, join us**

As a Territory Account Executive (TAE) you will generate qualified opportunities, winning new business and managing relationships with large customers, utilising the power of Software AG's business transformation portfolio, consisting of solutions for BPM, Process Mining, Risk & Compliance Management, Enterprise Architecture, and Strategic Portfolio Management.

Are you passionate about business transformation? Do you have the ambition to enable your customers to transform, optimise and control their business? Look no further and join the ever-expanding **ARIS** community as a **territory account executive** with

Software AG. Being 30-years old, ARIS is the market-leading platform for business process analysis and process mining. ARIS helps our customers with all aspects of their transformation journey, from strategy to execution, process design to process mining, and risk & compliance.

Essential Duties And Responsibilities

Utilising your extensive sales expertise and background in process consulting or enterprise software to drive revenue growth within the assigned territory.

Developing and maintaining a deep understanding of our transformative solutions, focusing on Business Process Analysis (BPA), Process Mining, and Governance, Risk, and Compliance (GRC) tools.

Identifying and engaging potential clients within the territory, showcasing the value proposition and addressing their specific business challenges.

Leveraging your knowledge of methodologies and frameworks such as PDCA, TQM, Lean Six Sigma, ERM/COSO, Value Chain (Porter), and Business Model Canvas to tailor solutions to clients' needs.

Collaborate with clients to understand their business process management, risk & compliance management, and enterprise architecture management needs.

Staying informed about industry trends, tools, and methods related to business process analysis & modelling, process mining, internal control & audit to aid you in negotiation with clients.

Navigating the BPM ecosystem, including; ERP, Low code, ITSM/CMDB, Hybrid integration/iPaaS, API management, and Analytics and others as required.

Managing the entire sales cycle, from hunting and prospecting to pipeline generation, opportunity management, and successful deal closing.

Providing regular updates and reports on sales activities to the sales leadership team

Minimum Requirements

A minimum of 6 years sales experience and background in process consulting or enterprise software sales

A background in business administration, economics, information systems, or related field might be preferred

Experience in a “New Business Hunter” role in a related field or industry.

Nice to Haves

6+ years' experience with value-based proposition SaaS sales.

A well-connected network of c-level executives where your relationship could be advantageous.

Proven track record in hunting, prospecting, pipeline generation, opportunity management, and deal closing

Ability to speak and write fluent English and Dutch

What's in it for you?

Earn competitive total compensation and receive comprehensive country-specific medical and other benefits.

Enjoy time and location flexibility with our Hybrid Working Model, which allows a remote workshare of up to 60%. Work anywhere in your country or abroad for up to 10 days per year.

Set yourself up for success in your new role by upgrading your home office space using your one-time hybrid work payment.

Lean on the Employee Assistance Program for support during some of life's most common but difficult challenges.

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