

United States Jobs Expertini®

Named Account Manager (KY, IN, OH)

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Company: OneStream Software

Location: United States

Category: other-general

ABOUT THE JOB

OneStream Software is looking to add a Named Account Manager to our growing Sales Team! The Named Account Manager is responsible for the sale of the company's products and services, specifically OneStream XF, in a specified region or major geographical area and provides ongoing support to product distribution channel. Candidates should be flexible, goal-oriented and have a strong knowledge of customer service best practices. The ideal candidate location is Cincinnati/Dayton/Columbus - Ohio, Northern Kentucky, or Indianapolis, IN.

RESPONSIBILITIES

Primary Responsibility:

Set the plan for the region.

Develop and adhere to business plans to achieve the vision.

Forecast and track sales in the region.

Cultivate new Enterprise-level client accounts as well as maintain existing account relationships to achieve individual and team sales targets.

Conduct research into potential new clients to develop effective sales strategies in preparation for initial engagement.

Facilitate a high-profile presence in the market place through the development of long-term client relationships/partnerships.

Leverage existing base of industry contacts and clients as points-of-access to promote OneStream products and services.

Develop compelling collateral to support business development activities.

Develop comprehensive proposals in response to client RFQ's.

Be a leader of OneStream XF product knowledge and industry knowledge/trends.

QUALITIES OF A SUCCESSFUL CANDIDATE

Formal Education and Certification

Four-year college degree in fields such as (but not limited to) Business Administration, Marketing, or equivalent work experience

Knowledge and Experience

5+ years' experience as a sales manager, sales representative or a related occupation specifically in B2B selling across the Enterprise.

Experience working in a consultative capacity with C-level customers on complex cloud-based, on premises, or hybrid solutions.

Extensive customer service experience in assessing and evaluating customer needs and satisfaction and meeting specified standards with respect to products and services.

Exceptional oral and written comprehension, communication and presentation skills.

Experience demonstrating, promoting, and selling products/services.

Knowledge and experience with marketing/sales strategy and tactics.

Knowledge of administration, business, and management principles.

Experience with MS Office, as well as Customer Relationship Management software and other analytical or project management tools.

Extensive experience working in a team environment.

Track record of exceeding revenue goals.

Personal Attributes

Professional

Strategic

Capable of building rapport with C-level executives and customers

Highly-organized

Tech-savvy

Ability to understand and react to customer needs

Willingness to travel

Flexible and adaptable

Goal driven

Legally authorized to work for any company in the United States without sponsorship.

WHO WE ARE

OneStream® is an independent software company backed by private equity investors.

OneStream provides an intelligent finance platform built to enable confident decision-making and maximize business impact.

OneStream unleashes organizational value by unifying data management, financial close and consolidation, planning, reporting, analytics, and machine learning. We empower Finance and Operations teams with AI-enabled insights to make faster and more intelligent decisions every single day. All in a single, modern CPM platform designed to continually evolve and scale with your organization. To learn more visit .

WHY JOIN THE ONESTREAM TEAM

Transparency around corporate structure, salary, and benefits

Core value of customer success

Variety of project work (not industry specific)

Strong culture and camaraderie

Multiple training opportunities

Benefits at OneStream Software OneStream employees are passionate, hardworking individuals who go above and beyond to keep our customers happy and follow through on our mission statement. They consistently deliver the best and in turn, we make every effort to keep them cared for and happy. A sample of the benefits we provide are:

Excellent Medical Plan

Dental & Vision Insurance

Life Insurance

Short & Long-Term Disability

Vacation Time

Paid Holidays

Professional Development

Retirement Plan

#LI-KB2 #LI-Remote

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