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Account Mgr III

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Company: Forrester

Location: Perth

Category: other-general

At Forrester, we're trusted to work on trailblazing, mission critical problems that business and technology leaders face today. That's why we're always looking to empower talented individuals to perform at their best every single day. We're proud of our community of smart people and vibrant voices who come together to do what's right by our clients and each other. Our success is driven by curiosity, courage and customer obsession. The confidence and drive to be bold at work. Join us and build an extraordinary future.

About This Role:

We are seeking a highly motivated, achievement-driven Account Executive to join our team and contribute to our year-on-year growth. Backed by one of the most recognizable research firms in the world, we are your unfair advantage, empowering you to be bold at work.

As a member of Forrester's government sales team, you'll build long-term relationships with existing client accounts, deepen client engagement, and identify and pursue growth opportunities. Our public sector business is growing at an accelerated pace with year-on-year growth, and therefore, we are looking for a top-producing sales professional to join us. With an assigned quota, the successful candidate will find and close new business within the assigned Government territory. This will mean developing a territory strategy that balances both proactive and reactive lead generation that'll ultimately lead to numerous weekly meetings, as well as the running of a consultative sales cycle. Success requires a transparent and repeatable sales process with experience in entering and growing business in new markets.

This individual will get the opportunity to work with top C-level executives across government. The Account Executive's role is to understand their challenges and demonstrate how Forrester will deliver value and help them achieve their mission. To do this, the ability to build and develop relationships and to command presence is essential.

Job Description:

Achieve quota in retaining and growing total sales bookings (TSB) to ensure net revenue growth for given portfolio of territory and clients.

Identifies key business leaders and builds and maintains long-term relationships with VP and C-suite level influencers and buyers.

Maintain or exceed pipeline goal of thrice the value of sales forecast.

Maintain the minimum weekly/daily metrics, and ensure quota is met consistently.

Manage interdepartmental resource utilization and coordination across the Forrester ecosystem.

Handle renewal and partnership activities focused on client needs and development of high-level client relationships.

Timely and accurate revenue forecasting, ability to accurately forecast 30/60/90 days out

Provide timely and accurate revenue forecasting.

Earn credibility through an in-depth understanding of a government client's mission/business, outcomes, organization, external environment, and industry.

Utilize internal sales enablement tools such as salesforce.com and management processes such as correct use of contracts and following the booking process.

Earn credibility through an in-depth understanding of a government client's mission/business, outcomes, organization, external environment, and industry.

Navigate complex purchasing processes throughout the buyer journey.

Job Requirements:

A proven track record of high-performance selling, which includes retention, business development, and growing account targets.

Proven experience in a consultative selling environment, preferably selling to the federal, state, or local government, or selling to highly regulated industries.

Demonstrated sales strategies and rapport with senior-level executives.

Experience in selling business and consultative services to senior-level public sector executives and/or technology leaders would be an advantage.

Excellent verbal, communication, and presentation skills.

Effective organization and time management skills.

A high level of business acumen.

A team player, a fast learner, and someone who is at ease with technology.

A self-starter with strong initiative who can work independently.

We're a network of knowledge and experience leading to richer, fuller careers. Here, we're always learning. Whether you want to hone your strengths or discover new ones, Forrester is the place to go for it. It's a place where everyone is given the tools, support, and runway they need to go far. We'll be right there beside you, every step of the way.

Here at Forrester, we welcome people from all backgrounds and perspectives. Our aim is for all candidates to be able to fully participate in Forrester's recruitment process. If you would like to discuss a reasonable accommodation, please reach out to toaccommodationrequest@forrester.com.

Data Protection

The information provided by you in this application will be used for the purposes of recruitment and, for successful applicants only, for personnel administration and management purposes and to comply with the employer's obligations regarding the retention of employee records.

If your application is unsuccessful, Forrester Research, Inc., its subsidiaries, affiliates, and/or service providers (collectively "Forrester") will retain your personal information on secure file solely to consider you for future recruitment opportunities.

By submitting your resume/CV, you consent to Forrester's retention of the information provided on a secure file for personnel administration and management purposes and/or in order to consider you for future employment opportunities and to the transfer of the information provided to: Forrester's offices in the US and other countries outside the European Economic Area; and Service providers engaged by Forrester for the purposes of processing applications for employment who may be located outside the European Economic Area. #J-18808-Ljbfrr

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