

Australia Jobs Expertini®

Digital Account Manager

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Company: Clarivate Analytics

Location: Sydney

Category: other-general

If you're ready for a great career opportunity, now is the time to join Clarivate. Asia-Pacific is one of the fastest-growing regions in Clarivate's Life Science & Healthcare division. To continue this aggressive growth, significant investments are being made to the region which includes growing our New Business team. The role of the Digital Account Manager is to uncover new business opportunities for the Life Sciences and Healthcare sector in ANZ and SEA regions – selling both subscription-based products and services focused largely on analytics, data and insights. If you have a proven track record of success in delivering results within a fast-paced environment, we want to hear from you.

We are looking for a Digital Account Manager to join our Australia Sales Team in Sydney. This is an amazing opportunity to work in a growing region for Life Sciences and Healthcare. We offer excellent career development opportunities, and we would love to speak with you, if you are a self-starter who is not afraid of taking the initiative to find and grow new business.

About You A self-starter who is not afraid of taking the initiative and generating their own ideas on how to find and grow new business.

Language Proficiency - Excellent in English, preferably also equipped with good presentation skills.

Persistent and motivated to overachieve against target.

Excellent sales, account management and leadership skills.

Great organization and time management skills.

General knowledge and understanding of utilizing SFDC.

The ability to establish & cultivate strong internal & customer focused relationships and work seamlessly within a matrix managed environment.

Desire to grow in your career and work in a fast-paced environment

It would be great if you also had . . . Minimum 2 - 3 years of sales experience in related industry.

Experience working with end customers and local resellers & distributors.

Fluency in both written & spoken English

Curious, flexible and competitive

Enthusiastic and energetic self-starter

Ability to work independently and contribute in a team environment

Proficiency in MS Teams, Salesforce.com, MS Word, PowerPoint, and Excel applications is preferred

What will you be doing in this role? To achieve/exceed territory sales plan by achieving the desired new business targets.

Forecast accurately to your direct manager with constant communication throughout each month.

Work efficiently with customers, qualify & execute on new leads and to comply with a per-defined Clarivate's sales cycle process which includes the defined process of the CRM tool Salesforce.

Be constantly learning and improving upon your understanding of the relevant set of Clarivate Life Science products and services that are sold to the user base.

Ensure you have a strong understanding of competitor products and services and how we can successfully position ourselves against them.

Actively participate in team meetings and events and share best practices of your customer, product and sales knowledge to enhance team collaboration, resource virtualization & productivity.

Maintain adequate telephone and MS Teams meeting volumes as defined by Sales Management.

Responsible for creating and updating account profiles, providing quotes and booking deals in Salesforce.com.

Identify potential targets and contact lists for core job roles within existing clients.

Execute on monthly, quarterly initiatives, integrated marketing campaigns for verticals, etc.

Assume responsibility to establish & maintain effective communication & coordination with

other functional team members.

Hours of Work Full-time, permanent

At Clarivate, we are committed to providing equal employment opportunities for all persons with respect to hiring, compensation, promotion, training, and other terms, conditions, and privileges of employment. We comply with applicable laws and regulations governing non-discrimination in all locations.

About Us Clarivate is a global leader in providing solutions to accelerate the lifecycle of innovation. Our bold mission is to help customers solve some of the world's most complex problems by providing actionable information and insights that reduce the time from new ideas to life-changing inventions in the areas of science and intellectual property. We help customers discover, protect and commercialize their inventions using our trusted subscription and technology-based solutions coupled with deep domain expertise. For more information, please visit clarivate.com .

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