

## Enterprise Account Director: Work Management Jobs In Sydney, Australia

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Enterprise Account Director: Work Management Jobs in Sydney, AustraliaWorking at AtlassianAtlassian can hire people in any country where we have a legal entity. Assuming you have eligible working rights and a sufficient time zone overlap with your team, you can choose to work remotely or from an office (unless it's necessary for your role to be performed in the office). Interviews and onboarding are conducted virtually, a part of being a distributed-first company.Your future teamAtlassian is changing the software development industry and helping teams all around the world like Vodafone, Daimler, and Klarna to advance humanity through the power of software and collaboration. We have over 200,000 customers worldwide, and Enterprise Advocates help the largest of those accounts scale their investments in Atlassian.Our Enterprise Advocate team builds and implements a consultative sales strategy. They sell select products and services to our largest customers. At the same time, we want the Enterprise Advocate to be an advocate for our customers, providing feedback to our product and engineering teams and helping us improve customer experience. They lead a territory sales strategy, working arm-in-arm with our own Account Managers, Solution Engineering, Channel Partners, Product and Marketing organization.Located in Australia, you will report to the Manager, Enterprise Sales - Work Management based in EMEAWhat you'll doDrive adoption of Atlassian's new Work

Management platform by implementing a sales plan for your assigned territory Plan and communicate on funnel/account/territory status, resource requirements, challenges, and successes Champion teamwork with other parts of the Atlassian's GTM organization on ensuring customers are educated on the benefits of our Work Management solutions Engage with existing customers and uncover opportunities with BDRs, SEs, Channel Sales, Partners, and Account Managers Leverage leading technology, including SFDC Be the change you seek and demonstrate unselfish leadership while helping Atlassian to improve our ability to better serve our marketplace Original jobs :

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