

SENIOR ACCOUNT MANAGER

Overview:

A senior sales role focused on driving new business revenue through relationship led, consultative selling within a SaaS environment.

Responsibilities:

- Build sales pipeline
- Run full sales cycles
- Conduct discovery calls
- Deliver demos
- Close new business
- Manage stakeholder relationships
- Maintain forecasts
- Collaborate with teams
- Support go to market strategy
- Drive account growth

Requirements:

- B2B SaaS sales experience
- Enterprise or mid market exposure
- Proven deal closing ability
- Relationship building skills
- Stakeholder management
- Strong communication
- Commercial mindset
- Organisational ability
- Team collaboration
- Professional credibility

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