

# REVER

## DATA ENGINEERS

### *Career Opportunity*

### **Corporate Account Manager IBERIA**

We are seeking a results-driven Business Development Manager responsible for driving new business relationships with medium to large enterprises. You are a self-starter that knows how to build executive relationships, articulate Rever's product and business strategies, prospect smart and accelerate the pipeline.

You have a first sales experience of selling enterprise business solutions or have the right attitude and the drive to kick-start your career in technology sales. You understand what it takes to identify, reach, and qualify senior decision makers in your given territory. You are ambitious and want to grasp the opportunity to grow to become our Regional Sales Manager.

You will be reporting to the Sales Director and will be working in close partnerships with resellers and service partners to drive qualified appointments, opportunities and sales

You will be based in Brussels with frequent travel in the given territory.

#### **KEY RESPONSIBILITIES**

- Own your pipeline. Work in close collaboration with the Corporate Sales Director to build account outreach strategies for prospect clients across industries and geographies to achieve quota.
- Execute with agility - generate leads and new business opportunities through strategic & targeted outbound prospecting - emailing, cold calling, etc.
- Engage with potential client to explain Rever's products and analyze their needs to understand how Rever might align with their business objectives.
- Have a basic understanding of Data Challenges & GDPR and be able to have a conversation with a company about information governance.
- Provide valuable feedback and customer intelligence to better define follow ups and next steps, partnering with resellers, service partners and Rever's Marketing.
- Map the decision-making process of each prospect in order to optimize conversions at each stage.
- Represent Rever at relevant conferences, tradeshow, and industry forums.
- Manage your own scheduling & calendaring of sales calls, emails, events, and other professional engagements.
- Working closely with the Marketing team, Product team, partners and resellers to foster and build a cohesive teaming environment.

## REQUIREMENTS

- A self-starter with possibly 1 or 2 years sales, business development, or account management experience where you functioned in a fast-paced, quota driven environment.
- Good presenting for, and interacting with, C-Level executives.
- Excellent verbal, written and listening skills; ability to receive and convey information effectively with clients and coworkers through all channels of communication.
- Excellent demeanor as a company ambassador; superlative phone communication skills and etiquette.
- Able to quickly learn product functionality and features.
- You are fluent in English and Spanish
- You will be based in Brussels with frequent travel in the given territory.

## HOW TO APPLY?

Send your application letter and curriculum vitae to  
**jobs@rever.eu**