

Job Description

Sales – Client Manager

Everest Group is a global firm, with headquarters in Dallas and offices across the US, Canada, the UK, Prague, and India. Everest Group's research practice focuses exclusively on the global services market and sells a combination of research subscriptions and custom decision support to leading enterprises, service providers, investors, and other stakeholders (technology firms, economic development agencies, etc.). The unique combination of offerings combined with fact-based research and reputation for quality has led to 25%+ annual growth the past five years.

Within the firm's entrepreneurial atmosphere, you can grow as an individual and a professional with immense opportunities to challenge yourself daily and be recognized for your contribution. ***We are currently looking for Client Managers with 2-5 years of experience.***

Responsibilities

- Extensive interaction with new and existing customers and analyst partners to drive revenue
- Continuous engagement and building solid relationships with customers
- Maximizing sales coverage by prospecting and/or responding to sales leads, converting them to net new sales
- Engaging in an end-to-end sales cycle, including converting leads into actual customers, regular meetings and follow-up discussions, sharing product information, making highly effective presentations, extending quotations, and taking the contract to closure
- Preparing prospective customer proposals that are on time, functionally and technically accurate, commercially verified, and offering the best all-round solution
- Negotiating sales orders within agreed delegation of authority
- Strong knowledge of Everest Group offerings and the benefits they provide to clients
- Strong knowledge of Everest Group contracts, pricing models, and value propositions
- Working knowledge of Everest Group solutions
- Adhering to the sales process and methodology
- Properly forecasting opportunities to team sales representatives and sales leadership
- Documenting all sales contacts and activities in Salesforce.com
- Operating under moderate supervision
- Ability to adapt to changes in roles and responsibilities
- Being aware of, and complying with, all company policies
- Available to travel less than 10% of the time

Requirements

- BA in business or related area of study
- Demonstrable relevant sales experience, selling professional services (research, consulting, advisory) to buyers and sellers of technology and technology-enabled services
- Selling business-to-business solutions to financial, IT, and procurement departments is a plus
- Experience with Challenger Sales is highly desirable
- Interest in learning about global trends in technology, technology-enabled services, and the outsourcing industry

- Interpersonal, verbal, and written communications skills; telephone, public relations, and customer skills; composing presentations and summarizing findings
- Ability to learn quickly, provide feedback, and represent company in sales or account management
- Computer proficiency to include Word, Excel, PowerPoint
- Flexibility to work as per client requirement
- Not afraid to prospect or ask for business; selling to senior leadership confidently
- Ability to handle and work on constructive feedback
- Clockspeed to speak a compelling story during a sales pitch based on accurate data

Value competencies

- Passion for and responsibility to the customer
- Leadership through innovation
- Passion for what you do and a drive to improve
- A relentless commitment to win
- Personal and company integrity
- Accountability for actions and performance

Everest Group is an equal opportunity employer. We have a culture of inclusion, and we provide equal opportunities for all applicants and employees, including those with disabilities. We are committed to providing an environment that is free of all discrimination and harassment and to treating all individuals with respect.