



European Search Company
Human Capital Consulting

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accenture
High performance. Delivered.

Sales Director

Experienced Sales Director to Financial Services

The Sales Director is focused on driving sales Accenture's portfolio in to brand new prospects throughout the Denmark. Typically, the SD is focused on a number of existing clients but will also be responsible for taking over some existing discussions with prospects and projects. The Sales Director will work closely with the head of financial services outsourcing.

The Sales Director should have:

- A strong sales & business development background with client facing skills
- At least five years of previous experience in any of the top global delivery services organization, with particular exposure to leveraging a similar model to drive growth

Further, the Sales Director will have the ability to:

- Articulate Accenture's value proposition to the client (educating the client about the efficiencies our tools and accelerators)
- Discuss contractual and commercial constructs of relevant deals
- Open new doors both in existing customers and new customers
- Respond to RFPs but also generate new business through relationship building

Work closely with Solution Architects and Bid Managers in order to effectively position Accenture to generate new business

We are looking for talented Sales Director who meet the following criteria:

- Drive sales with a focus on large deals, transformation, consulting in to the banking and financial services sectors in Denmark
- Develop and manage client relationships to identify business requirements, and define service requirements for new services
- Leverage GDN capabilities where needed
- Participate in account planning and forecasting activities
- Understand and be able to position Accenture's portfolio
- Language requirements: Danish and English

Investing in you & Balancing your priorities

At Accenture, we believe that quality comes from within and we invest considerable resources in the development of your professional competencies. You will receive on-going training that builds and extends your skills on a continuous basis, allowing you to develop tailored expertise quickly. You will have direct access to state-of-the-art technologies, tools and developer kits from all the major hardware and software houses, keeping you on cutting-edge of your area of expertise.

When you join Accenture, you can make great ideas happen for some of the world's most dynamic companies. With broad global resources and deep technical expertise, we collaborate with clients to cultivate ideas and deliver results. Choose a career at Accenture and enjoy an innovative environment where challenging and interesting work is part of daily life. Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions—underpinned by the world's largest delivery network—Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 373,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Visit us at www.accenture.com

Required qualifications

- 10 - 12+ years of overall experience with at least 5 years on big ticket sales relating to delivery of services in to the banking and financial services space
- Based in Denmark with experience of working with a consulting organization
- Delivery and technical experience/or domain understanding
- Client Relationship Management

Our commitment to you

- Your entrepreneurial spirit and vision will be rewarded, and your success will fuel opportunities for career advancement.
- You'll make a difference for some pretty impressive clients. Accenture serves the leading players in the industry in Denmark, Nordic and Globally.
- Access a world class industry experts, research, communities and assets
- Access to leading-edge technology and digital innovation and delivery centres
- Along with a competitive salary, Accenture offers a comprehensive package that includes excellent benefits

We offer you an excellent opportunity to grow your skills within an international world leading company performing to the highest professional standards. Your development is supported by advanced learning- and performance models to provide you with cutting-edge knowledge in your specialist field. We will build your future career and as a key milestone, we will assign you a personal career counselor, guiding you through your professional development at Accenture.

Contact and application

If you have any questions please call Brian Ranvits at European Search Company; +45 2048 0548.

If you are interested in the position, please send your CV and motivational letter to; bra@europeansearch.dk att: "SD FS"