



European Search Company
Human Capital Consulting

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accenture
High performance. Delivered.

Sales Director Journey 2 Cloud - Products

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 more than 394,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives.

You will join Accenture Products, where our daily life is to provide high-end Consulting services to our clients within the following industries: Retail, Consumer Goods, Auto/Industrial, Travel and Life Sciences. By joining our Sales team within Accenture’s Products, you will embark on a fast-paced, dynamic and rewarding career path where no two days are ever the same. Our culture is focused on providing you with the tools and opportunities to establish yourself as a recognized Sales leader.

We are currently looking for a Sales Director for our team of 15 dedicated talents all over the Nordics focused on generating potential opportunities and contracting work with clients. The role has direct Sales responsibilities with specific annual sales target.

As our new J2C Sales Director you will focus on growing Accenture’s Cloud business, and manage opportunities through all phases, including qualification, Sales pursuit and close by applying deep Sales process and offering expertise. You will develop relationships with key buyers and decision-makers at new and existing clients by utilizing a differentiated roadmap and framework to enable our Client’s Cloud journeys and transformation.

You will be working on the following tasks:

- Provide solutions to complex Cloud-oriented business problems for opportunities requiring in-depth knowledge of organizational objectives.
- Interact with senior management levels at clients and within Accenture, determine pursuit strategies, develop client messaging plans and relationships, and apply industry-leading Cloud transformation practices.
- Have latitude in decision-making and determining objectives and approaches to critical assignments.
- Operate within large teams and directs specific team sales activities.
- Travel across the Nordics on a regular base to meet potential clients.

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.

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You will come with:

- Minimum of 5 years selling/closing deals in Services space in one of the following areas:
 - Cloud enablement and migration
 - Technology Strategy
 - IaaS/PaaS
 - IT Service Management
 - Expertise in Public Cloud, Data Center, Network, and IT transformation is preferred
- Minimum of 5 years Sales Pursuit Management experience
- Minimum of 5 years Client Relationship and/or delivery experiences
- It would be advantageous if you have:
 - Experience working within a large, matrixed company environment.
 - Experience with C-Level client relationship building and relationship management.
 - Proven ability to operate within a team-oriented environment.
- Demonstrated leadership, teamwork and collaboration in a professional setting; either military or civilian.
- High energy level, decisiveness and ability to work well in demanding client environments.
- Excellent communication (written and oral) and interpersonal skills.
- Strong leadership, problem solving, and decision making abilities.
- Unquestionable professional integrity, credibility and character.

Our commitment to you

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You will get your own career counselor who interacts with you on a regular basis, ensuring you a career path that suits your needs and ambitions. Through our buddy network you will have easy access to knowledge and networks both on a professional and a social level. By using laptops, mobile phones, internet access and technological innovation, you will furthermore benefit from our flexible working arrangements.

Contact and application

If you have any questions please call Nicolai Nielsen at European Search Company; +34 675 210 820. If you are interested in the position, please send your CV and motivational letter to; nni@europeansearchcompany.com att: “SD J2C”