

SAI Global

NATIONAL ACCOUNT EXECUTIVE

Department: Bribery and Corruption Risk Management Solutions, Compliance Americas
Location: Open location within the United States; this is a sales position that requires travel.

Company Information:

SAI Global provides organizations around the world with information services and solutions for managing risk, achieving compliance and driving business improvement. We provide aggregated access services to Standards, Handbooks, Legislative and Property publications; we audit, certify and register your product, system or supply chain; we facilitate good governance and awareness of compliance, ethics and policy issues and provide training and improvement solutions to help individuals and organizations succeed. For additional information please visit www.saiglobal.com.

Job Scope and Accountabilities:

Responsible for increasing SAI Global's market share in third-party risk management solutions and for strengthening SAI Global's position as a thought leader in the compliance and ethics solutions space.

Key Responsibilities:

Sales of Third-Party Risk Management Solutions to existing accounts and prospects across North America, including but not limited to:

- Developing a pipeline of business equivalent to 4-5 times quota through a combination of collaboration with the field sales representatives to cultivate opportunities with existing SAI Global clients, as well as through self-directed strategic prospecting and account research activities targeted at new business opportunities;
- Developing and executing on strategic sales processes based upon understanding fit between client needs and SAI Global's capabilities;
- Developing and delivering high impact presentations that show the Company's unique market differentiators;
- Structuring a consultative selling process that helps assert SAI Global's unique value;
- Gathering and sharing competitive data;
- Developing a network for market intelligence and marketing support;
- Responding to proposal deliveries and Request For Proposals (RFP);
- Negotiating contracts and seeking out additional resources, as needed; and
- Completing additional projects as assigned.

Experience Required:

- A strategic solution selling approach is required; must have experience and proven success in selling high-value, complex and sophisticated enterprise software solutions to senior executives:
 - Success in closing deals at price points in the range of six-and seven-figures on multi-year contracts;

- Must have demonstrable business acumen in differentiating in a competitive market;
- Ability to contribute to overall sales and marketing projects that will benefit the Bribery & Risk Management team; including, but not limited to:
 - Ability to deliver accurate forecasts on a weekly/bi-monthly basis;
 - Develop and maintain account plans in line with territory goals; and
 - Manage daily activities and territory.

Education / Professional Qualifications:

- Requires a Bachelor's degree or equivalent; and
- Minimum five years relevant selling experience into the C-suite of Fortune 1000 companies is required; experience selling to General Counsels or Chief Compliance Officer roles is a plus; and
- Knowledge of the Corporate Compliance space is required.

Interpersonal Skills:

- Excellent interpersonal, written and verbal communication skills required; must be able to clearly and concisely present and discuss the Company's programs and solutions to senior executives, partners, and prospects;
- High performance, results-driven, proven self-starter;
- Persuasive, innovative, self-directed prospecting and pipeline development skills required;
- Ability to successfully collaborate with the Company's field sales organization to leverage and expand existing partnerships; and
- Possess an open, team-oriented operating style that effectively forges close working relationships with key managers in a collaborative environment throughout the Company.

Full commitment to conduct business with the utmost integrity and in full compliance with the law is absolutely essential.

To Apply:

Interested and qualified candidates should submit a resume with hourly salary requirements to SAI Global's Human Resources department via email at: SAIGamericas_jobs@saiglobal.com; please reference job code ACCTEX 003-12.

SAI Global is an equal opportunity employer.