

LATAM Regional Account Manager

LATAM Territory

Why join Kalibrate

For over 25 years, Kalibrate have been staying ahead of the curve in the fast-moving world of fuel and convenience retail. We were the first to use the power of data for making better decisions and today our artificial intelligence & machine learning solutions have turned data into a smart, actionable tools. With over 300 clients in 70 countries, in mature and emerging markets, for clients large and small, our strategy and technology solutions empower fuel and convenience retailers around the globe to achieve greater value and success on their own terms.

It's an exciting time to join us as we have ambitious plans to grow over the next 5 years.

Role purpose

The Regional Account Manager will have a significant impact on the business performance of Kalibrate. This position plays a lead role in:

- Delivering revenue through closing new license and services sales with clients
- Taking the lead in managing relationships with clients
- Performing due diligence through all stages of the sales cycle to ensure profitable engagements with clients
- Generating interest across a wide range of prospective accounts to support Kalibrate with its on-going business requirements
- Working to support the growing presence of Kalibrate in target sectors

Reporting directly to the regional director of sales, (Simon Martin) you will be responsible for developing and driving successful sales cycles culminating in the signing of new business in accordance within the Kalibrate standard sales processes.

Kalibrate values

- **Lead the way**
 - You'll have overall responsibility for your region, understanding the changing markets and then use this to identify opportunities and sales.
- **Empower others**
 - You'll be working with marketing and products to share regional information that will help us make better decisions to attract new prospects to our business

Challenge convention

- You'll be proactive in generating and processing your own leads and passionate about following through on leads passed from the wider business, and helping clients and Kalibrate understand current thinking in the market. You will identify potential opportunities for improvement and develop innovative solutions
- Be genuine
 - You'll be passionate about supporting our clients' needs and have a positive attitude.

What you'll be doing

- Deliver new business sales within the industry sectors designated to them to meet their sales targets
- Convert sales leads passed from marketing activity into signed commitments
- Research own leads and contacts to support the above and identify opportunities for further sales from new and existing accounts
- Meet sales targets on a quarterly basis defined by the Regional Account Director
- Manage the RFI/RFP process on sales opportunities with clients
- Provide high-level account management to existing clients
- Retain overall account responsibility during the delivery of projects to clients and beyond for clients supported under SMS
- Negotiate terms for software evaluations, project/consulting services, licensing & maintenance agreements
- Ensure legal terms and conditions of contract documents have been reviewed and approved within Kalibrate prior to signature
- Follow the requirements of Kalibrate's sales process, maintaining the prescribed tracking and forecasting documents as well as other requirements as defined and updated from time to time
- Produces and circulate sales visit reports following each client visit.
- Aid in the development of sales support materials, including presentations
- Participate in the development of operational procedures and relevant documentation and contribute to their implementation and continual improvement both within the sales function and wider in Kalibrate as appropriate
- Promote open communication and teamwork across Kalibrate staff working on an account

Key skills and attributes

- Experience of software sales in a commercial and relevant industry environment
- Direct sales experience selling to both C-level and middle management staff
- Experience of selling high value deals through complex sales cycles that combine license & service components
- Strong time management skills and ability to respond well to time pressures and deadlines
- Strong conceptual, analytical and judgment skills
- Good communication and presentation abilities - both written and oral
- Skilled at establishing, understanding and articulating client needs
- Skilled at negotiating and closing deals
- Prepared to travel extensively including spending the necessary time away from home
- Proficiency in the use of PC's, Windows and MS Office tools
- Excellent Spanish and English skills - written/spoken