



## Job Title:

### Sales Account Manager

#### Who we are and what we offer you

At Enable we fundamentally understand that business should always drive technology and not technology drive business. Our goal is to therefore design, create and implement agile software solutions to solve business challenges to enhance the user' day to day activities to the benefit of the business.

Our team has a history of providing solutions for professional services organisations, we understand the challenges that practice and administration groups within these organisations face and our knowledge of other applications in use within law firms is vast.

We have an excellent client retention rate for our solutions with our clients including Global law firms in the UK, Ireland, Mainland Europe, US, Canada, and Australia. These include a Magic Circle and many other UK and US firms

Enable are part of Pinnacle who is a trusted guide and expert partner of the world's leading law firms. We help our clients get the most from their critical business applications and the data these applications hold. We also have long-standing partnerships with both Thomson Reuters, Elite and Intapp. We work alongside them to develop products that give our clients the maximum value, opportunity, and advantage.

#### Your role

We are looking for a results – driven Sales Account Manager to actively seek out and engage customer prospects. Our existing client base is made of some of the largest law firms in the world and we are looking to expand the use of our leading product into other law and professional services firms. You will contribute to building profitable, long-term relationships with our clients to reach our business objectives.

#### Your Key Responsibilities will include:

- Present, promote and see products / services using solid arguments to existing and prospective customers.
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Establish, develop, and maintain positive business and customer relationships.
- Reach out to customer leads through cold calling.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Achieve agreed upon sales targets and outcomes within schedule.
- Coordinate sales effort with team members and other departments.
- Analyse the territory/market's potential, track sales and status reports.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends.



- Continuously improve through feedback.

Great organisation and communication skills are required together with the ability to communicate with clients at all levels in a professional manner, able to explain complex requirements in a clear and concise manner to both technical and non- technical audiences. You must be able work with little supervision and be responsive and adaptive to change in response to changing internal and client priorities.

### Our essential criteria

To be successful in your application you need to:

- Have a minimum of two years successful experience preferably within the legal market.
- Proven work experience as a Junior Account Manager or relevant sales role.
- Excellent knowledge of MS Office.
- Familiarity with CRM practices along with ability to build productive business professional relationships.
- Highly motivated and target driven with a proven track record in sales.
- Excellent selling, communication, and negotiation skills.

Any of the following would also be an advantage:

- Experience in selling into a professional services marketing.
- Degree level education or equivalent.

### Additional Information

The Sales Account Manager role will home be based with expected travel to our London office and client sites. This will be within the UK up to three to four times a month. Most communication is via email and video/telephone conferencing

### The next steps

Please email your CV to [helen.mcconnon@pinnacle-oa.com](mailto:helen.mcconnon@pinnacle-oa.com) with a note of introduction that will persuade us to invite you in for a chat.