



MicroStrategy – Best in Business Intelligence, is a leading independent provider of Business Intelligence, Performance Management, and Dashboard Reporting Solutions. For thousands of satisfied customers worldwide and hundreds of technology and integration partners, MicroStrategy delivers the most integrated, powerful, and complete solution for business intelligence. Since 1989, MicroStrategy has helped businesses make better decisions through better insight from their data by maintaining one version of the truth at the very speed of your today's needs.

Senior Account Executive New Business – Financial Services

Location: Stockholm

Basic Function: Identify and properly qualify new opportunities, develop and drive strategy. Achieve overall revenue goal for assigned territory.

Job Duties (include but not limited to):

- Sell MicroStrategy Business Intelligence software products and services to new clients
- Grow market share in a prospect only environment
- Present business solutions at the executive level and create a value proposition
- Lead negotiations and overcome objections for deal closure
- Manage complex sales cycles and multiple engagements simultaneously
- Prepare accurate sales forecasts and sales cycle reporting
- Manage effective working relationships with Sales Engineers, Consulting Professionals and Business Development Managers.
- Provide project management to ensure the success of the potential clients

Job Requirements:

- At least 5 years professional selling experience in technology sales
- Sales "Hunter" with a proven track record of success in a prospect only environment
- Successful experience at new account development
- Excellent communication, presentation and negotiation skills
- High levels of social perceptiveness and customer service
- Self driven, motivated and results oriented
- Consistently exceeding corporate objectives and quotas
- Proven prospecting and sales cycle management skills
- Vertical expertise a plus
- Bachelor's degree or equivalent business experience
- General knowledge of RDBMS, OLAP, client/server, and Web/Internet technologies

MicroStrategy is an Equal Opportunity Employer

Are you ready for this unique and challenging opportunity?

Please send your CV, in English, to Ulrike Wolter at CVEMEA@microstrategy.com and quote opportunity that you are interested in.

<http://www.microstrategy.com/>

London · Paris · Milan · Rome · Amsterdam · Madrid · Barcelona · Cologne
Frankfurt · Stockholm · USA