

## Sales Account Executive (Closers Role) (Reg-Tech only)

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Company: HR Force International

Location: Belgium

Category: other-general

As the Closer in the Sales Account Executive position at Programmer Force, your primary responsibility is to finalize deals and onboard potential customers within the technology and software development sector, with a focus on RegTech and KYC/AML/KYB solutions. You'll leverage your sales expertise to convert qualified prospects into loyal clients, bridging the gap between Marketing and Sales teams. Your success depends on understanding client needs, articulating value propositions, and adeptly closing deals. By employing various sales strategies, negotiating terms, and ensuring client satisfaction, you'll drive revenue growth and foster long-term client relationships in the regulatory technology landscape.

### **Responsibilities:**

Take ownership of closing deals and securing commitments from potential clients within the technology and software development sectors.

Collaborate with the Marketing and Sales teams to understand client needs and tailor solutions accordingly.

Manage and nurture client relationships throughout the sales process, ensuring a seamless experience from prospect to customer.

Utilize sales techniques and negotiation skills to overcome objections and finalize agreements with prospective clients.

Coordinate closely with internal stakeholders to streamline the closing process and address client concerns effectively.

Maintain a deep understanding of Programmer Force's products/services and effectively communicate their value to clients.

Provide regular updates and reports on sales activities, pipeline status, and revenue forecasts to senior management.

Stay informed about industry trends, competitor activities, and market developments to identify new opportunities and stay ahead of the curve.

### **Experience and Qualifications**

Proven experience in a sales role, with a track record of success in closing deals and driving revenue growth within the technology sector.

Strong proficiency in sales techniques, negotiation strategies, and objection handling, particularly within technology-focused industries.

Extensive background in selling to technology-driven organizations, with a deep understanding of client needs and pain points in the software development space.

Demonstrated ability to convert leads into loyal clients, with a focus on delivering exceptional customer service and building long-term relationships.

Proficiency with CRM software (e.g., Hubspot) and sales tools to manage pipelines, track activities, and optimize performance.

Excellent communication skills, both verbal and written, with the ability to convey complex ideas and solutions in a clear and compelling manner.

Bachelor's degree in Computer Science, Marketing, Business Administration, or a related field.

### **Great to Have Experience and Qualifications:**

Experience in a closers role within the technology sector, with a strong track record of exceeding sales targets and driving revenue growth.

Familiarity with software development processes, coding practices, and industry standards, enabling you to understand client requirements and tailor solutions effectively.

Comfortable with sales cycles ranging from 3-9 months, with the ability to navigate complex deal structures and decision-making processes.

Knowledge of reseller/system integration channels in cybersecurity or identity management solutions, providing insights into additional revenue streams and partnership opportunities.

### **Example Objectives:**

Success in the Sales Account Executive role in the Closer's role is measured by metrics such as revenue generated, deal closure rates, and client satisfaction scores. Meeting or exceeding sales targets, expanding the client portfolio, and driving repeat business are key indicators of success, along with contributing to the overall growth and profitability of Programmer Force.

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