



Empowering Success Across Continents – With over 300 thriving projects and a passionate team of 190+ global professionals, Tether, a *TEKenable Group company*, is committed to co-creating success through customised solutions. From Ireland to the UAE, our innovative approach shapes industries. Join us on this exciting journey towards unparalleled achievement.

We are seeking a highly motivated and experienced **Salesforce Account Manager** in Ireland to join our dynamic team. The ideal candidate will be responsible for managing and nurturing relationships with our Salesforce clients, ensuring their satisfaction and success with our products and services. As a **Salesforce Account Manager**, you will collaborate with cross-functional teams, provide strategic guidance, and drive customer adoption and retention.

Salesforce Account Manager responsibilities

- Define and implement territory sales plans and then meet and exceed sales goals (quotas) through prospecting, qualifying, managing and closing sales.
- Develop and lead sales pipeline – prospect and assess new sales potential while moving a large number of transactions simultaneously through the sales pipeline.
- Coordinate resources throughout the sales cycle, including product support and sales engineering.
- Keeping a record of clients' contact information and orders.
- Tracking key account metrics.
- Upselling current clients and looking for new accounts to bring to the company.
- Attending meetings with clients.
- Delivering presentations.
- Managing multiple a portfolio of clients.
- Monitoring the work performance of colleagues and setting sales targets.
- Managing and growing relationship with key Partnerships

Salesforce Account Manager Essential and Desirable Skills

- **Experienced.** You have direct experience of selling Salesforce related projects within the Irish market specifically. Preferably high volume transactional sales in Professional Services.
- **Strong sales skills.** You have a desire, even an obsession, to bring / expand customers into Tether and improve revenue. You have the ability to develop and handle a sales pipeline with a consistent track record of handling and closing a large number of transactions simultaneously.

- **Go-Getter.** Willing to focus and commit with a strong work ethic; self-directed and resourceful.
- **Domain.** Experience in a Salesforce technical role (product support or training) a plus.
- **Missionary.** You “get it” and understand Tether’s mission deeply in some way. You want to be a contributing member of a winning sales team, and you want to have fun all the way.
- Bachelor's Degree with a technical or business focus preferred.

We thank all applicants for their interest; however, only those selected for an interview will be contacted.

Benefits including – remote working, flexible working hours, health insurance, Salesforce certifications, life insurance, company trips.

TEKenable has been named as Technology Business of the Year, included in the Deloitte Fast50 for the last 4 consecutive years, and won the Deloitte Impact award. We have also been certified as a "Great place to work" for 2023. We have a global reach with operations in Ireland, the UK, Hungary, Spain, South Africa & UAE, with expertise across Financial Services, Healthcare, Agri-Food, and the Public Sector.

At TEKenable we foster a culture of diversity and inclusion as we pride ourselves on being a company represented by people of all diverse backgrounds and orientations. We are committed to providing equal employment opportunities regardless of gender, disability, sexual orientation, generation, or belief.