



02/19/2018 Prague (Czech Republic)

Job Title: Digital Sales Account Owner

Req ID 158004 - Posted 02/19/2018 - Direct Sales - Europe - Czech Republic - Prague

CA Technologies creates software that fuels transformation for companies and enables them to seize the opportunities of the application economy. Software is at the heart of every business in every industry. From planning, to development, to management and security, CA is working with companies worldwide to change the way we live, transact, and communicate – across mobile, private and public cloud, distributed and mainframe environments.

Below is the link to the internal QMS job description where you can view the Band Level & Job Family:

<http://qms.ca.com/jd/description.asp?ID=3742>

Your future starts here!

As a Digital Account Manager, you will be responsible for positively impacting the relative attributes to the account including customer satisfaction, NCV growth, share of wallet and the successful introduction of new solutions. Ultimately, this position owns the respective quota for his/her territory, product and/or account segment covered. This will be accomplished by gaining an understanding of the clients' business and the industry in which they compete, the corresponding IT initiatives, identifying needs which CA can help resolve, developing compelling business value proposals for our solutions and ultimately closing business over the phone. This position is further responsible for developing and maintaining trusted relationships with senior level decision makers and other key buyers within the assigned account(s).

RESPONSIBILITIES:

- Identify and qualify new and expanded sales opportunities to determine their viability and alignment to the customer's and CA's business objectives.

- Support company growth by meeting or exceeding revenue quota goals on monthly, quarterly, and yearly basis
- Manage opportunities and transactions to ensure long-term stability and sustainability of book-of-business.
- Manage, measure and accurately forecast financial outcomes.
- Demonstrate intermediate proficiency in proposal development, negotiation and closing.
- Develop, maintain and manage business plans to attain financial targets.
- Demonstrate understanding of the customer's business and operational processes.
- Effectively and compellingly communicate CA's capabilities to address IT needs that support the customer's business objectives.
- Marshal the appropriate internal and partner technical resources to demonstrate CA's advantages to the customer.
- Build and maintain relationships with key executives and decision makers.
- Demonstrate working knowledge and adherence to CA's Code of Ethics and compliance requirements.
- Demonstrate proficiency in navigating CA's internal processes and systems, and supporting roles.
- Demonstrate advanced time management and planning skills, prioritize efforts, generate short term results and hold a long-term perspective to maximize overall company growth.
- Demonstrate advanced partnering strategies with CA's internal and external partners.

REQUIREMENTS:

The perfect candidate for this role will have a demonstrated record of success in positions of increasing responsibility over the course of their career. She/he will have an outstanding phone presence and be able to build and maintain a rapport with customers over the phone. Above all, they will be driven and motivated to drive sales and contribute towards CA's continued success. An ideal background will include:

- **Prospecting:** Advanced understanding of the process and skill of reaching out to potential customers with the goal of finding new business opportunities
- **Presentation & Communication:** Confident in using a structured approach to prepare and deliver a situationally relevant presentation that is communicated in an interesting, engaging and provocative manner and motivates the audience to take action.
- **Time Management:** Uses advanced time management skills to effectively and productively manages one's day, avoids distractions to ensure tasks and activities are completed
- **Objection Handling:** Skilled at anticipating and overcoming a customer or prospect's negative objection
- **Consultative Selling:** Serves as a provocative thought leader / coach, through all phases of the sales cycle, by integrating CA Technologies' / Partner's understanding of the

customer's organization and business drivers to create viable short and long term solutions.

- Forecasting: Skilled at accurately predicting one's future sales by leveraging historical data, tools, etc.
- Negotiating and Closing: Demonstrated success at effectively negotiating terms with an end-user and closing the respective business over the phone.
- Business level English + native (or business fluent) level of Spanish and/or Italian.

Our Mission – we eliminate barriers; the barriers between ideas and outcomes. At CA Technologies your passion and expertise can directly impact the business and you'll help offer our customers practical approaches to delivering new, innovative services and value through IT. We love the game, and never stop chasing greatness. If you want to fulfil your potential, be acknowledged for your achievements, and be given autonomy to make decisions for your business and customers, then CA Technologies is where you belong.

For further questions regarding the job position don't hesitate to reach out to me through mail: ricin01@ca.com

Si queréis saber más acerca de la oferta de trabajo no dudéis en contactarme: ricin01@ca.com

The logo for CA Technologies is prominently displayed in the background. It features the letters 'ca' in a large, stylized font. The 'c' is light blue and the 'a' is light green. Below this, the word 'technologies' is written in a smaller, light green, lowercase sans-serif font. A registered trademark symbol (®) is located to the right of the 'a' in 'ca'.

technologies