

# Poland Jobs Expertini®

## Client Partner

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Company: Netguru

Location: Poland

Category: office-and-administrative-support

Our mission at Netguru is to help entrepreneurs and innovators shape the world through beautiful software. We care about trust, taking ownership, and transparency. As a **Certified B Corporation®**, we offer a **safe, inclusive and productive environment** for all team members, and we're always open to feedback. If you want to work from home and be a full time employee, great! We want to **create the right opportunities for you**.

**If you are interested in working with us, please submit your application. We will keep your application on file and contact you when the role of a Client Executive becomes available.**

**If you join us, your responsibilities will center around:**

Growing business within an assigned market vertical or account base.

Leading the full sales cycle (fro prospecting, through winning to existing customers management and expansion.

Generating new opportunities through outbound activities and effectively converting marketing generated leads.

Partnering up with domain experts to consult clients' executives on their needs and identify commercial opportunities.

Building commercial proposals and leading negotiations to start long-term, value-based business relationships.

Acting as a business partner, nurturing relationships with existing clients and watching over exceptional customer experience on a daily basis.

Creating and executing account growth plans for a portfolio of prospective and existing customers.

Co-creating and executing financial strategy (margin and revenue) for a portfolio of accounts.

Co-creating specific service offerings, as a part of the go-to-market strategy.

Staying relevant to the customers by keeping up with the latest industry trends, networking through industry webinars and events.

Working to a set of KPIs including revenue, margin and NPS.

## **Requirements**

### **Ready to apply? This is what we are looking for:**

At least **5 years of experience** in a similar position in IT software sales or in a consulting role in a specific industry (financial services, retail, healthcare, proptech, greentech, media and telco, etc) with direct revenue accountability.

Experience in building opportunities pipeline through outbound activities - market research, business analysis, networking, and referrals.

Experience in leading full sales process – from prospecting through deal signing to managing and growing the existing business.

Proven track record of closing business deals exceeding 1M PLN and identifying cross-selling and up-selling opportunities within managed accounts.

Experience in working with the companies at different growth stages - start-ups, scale-ups and enterprises. Practical knowledge on how to approach, win and manage the cooperation with each type.

Well-established network within an industry and an ability to build a strong network within the accounts.

Good understanding of the new technologies.

Practical skills in building business proposals.

Hands-on experience in crisis and conflict management.

A proven track record of identifying and winning accounts exceeding 1.5M euro in annual value.

Ability to build and convey the vision in a compelling way and strong negotiation skills.

Honest, transparent and professional approach that fits our organisational culture.

Exceptional communication and interpersonal skills to build relationships based on mutual trust with customers and colleagues.

Excellent command of written and spoken English (CEFR C1+), Polish not required.

#### **Nice-to-haves:**

Experience in planning and executing strategy for selling to a new industry/country and building new services offering.

Good understanding of the Account-Based Sales approach.

Working knowledge of Salesforce, Hubspot, LinkedIn, Outreach.io or other CRM systems.

Able to present company at external conferences and maintain professional social media presence.

Experience in working in a remote-first culture.

#### **Benefits**

**Access to the WorkSmile** platform offering benefits adapted to your preferences.

Support for your growth - a head/manager's budget available to every employee.

Discounts on Apple products.

One-time PLN 1000 home-office bonus for B2B contractors, and PLN 175 monthly lump sum (ryczałt) for remote employees.

Various internal initiatives: webinars, knowledge sharing sessions, .

If you need any disability-related adaptation at any step of the recruitment process – simply let the recruiter know! We'd be happy to help.

Don't hesitate and apply right away! In case of questions - drop us a line at !

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