

# JOB VACANCY

## Account Manager

EMSOL is searching for a talented and highly driven Account Manager who can support EMSOL with growing and renewing our existing accounts. We'd love to speak to you if you've got an incredible track record in expansions within a tech startup (SaaS, IoT, environmental tech) or SME, as a Customer Success Manager or Account Manager, working with larger enterprise clients, ideally NHS and/or construction. Of course, you'll be passionate about us, the environment and solving the air and noise pollution problem!

### ➤ Responsibilities:

(including but not limited to)

- Becoming deeply familiar with our clients' organisations and targets, and establishing close relationships with key stakeholders
- Managing the complete retention process
- Regularly uncovering and creating new opportunities with existing clients
- Preparing tender proposals for large expansion opportunities
- Meticulously managing renewals and opportunities in your pipeline via the CRM
- Working with our Head of Sales to optimise the renewal and expansion processes
- Building a deep understanding of the EMSOL solution and how it supports our clients' sustainability objectives
- Becoming knowledgeable on the air pollution problem and how to address it
- Providing clear client feedback to the product team to help shape our roadmap
- Scoping out customer deployments in coordination with Head of Operations to prepare quotations and proposals

### ➤ Who you are

- At least two years of proven success with renewal and expansion B2B sales within a tech business, ideally SaaS/IoT
- Comfortable working with multiple stakeholders within enterprise/larger corporates
- Enjoy building relationships and asking questions to understand client needs
- Great at uncovering and managing new business opportunities within the client base
- Exceptional organisation and communication skills
- Able to craft tender proposals
- Can thrive in a busy, team-focused, startup working environment
- Proficient in English both written and spoken
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### More about us:

EMSOL provides emissions management technology to big brand partners such as HS2, the NHS, John Lewis and Partners and many more. Founded in 2017, we are a startup, but one with:

- Multiple awards and recognitions, including a place in Hyer's 2023 'Top 50 Most Impactful Emerging Companies to Work For'
- Over 400 investors worldwide
- An experienced CEO with over 20 years in building tech companies

**EMSOL's Vision** – Is for a future free from polluting emissions

**EMSOL's Mission** – Is to facilitate lasting reductions in polluting emissions

We are a down-to-earth, friendly team and encourage and develop all of our employees to contribute to our success. We want trusted partners to work within our small and autonomously structured team, to maintain our relaxed and flexible working culture.

### Package:

Location: London, Hybrid/Remote

Salary: Competitive basic salary + uncapped success related commission

Holiday: 25 days plus bank holidays

Tax efficient stock options in EMSOL

To apply: To apply in absolute confidence or for more information about this opportunity please send an up-to-date CV to [sales@emsol.io](mailto:sales@emsol.io)