

General Information

- **Job Title:** Sales Account Manager
- **Company:** Tax Technology Partners Inc. - Revolutionizing Tax Solutions for Enterprises
- **Location:** [Location]
- **Job Type:** Full-Time
- **Salary Range:** \$120,000 to \$180,000 per year (including base salary and commission)
- **Location:** Hybrid

About Us

Tax Technology Partners Inc. is a dynamic firm committed to reshaping the tax landscape through innovative technology solutions tailored for enterprises. We specialize in delivering cutting-edge tools and platforms that empower businesses to navigate complex tax challenges seamlessly.

JOB SUMMARY

We are seeking a motivated and experienced Sales or Account Manager with a strong background in enterprise sales to join our growing team at Tax Technology Partners Inc. As an Account Manager, you will play a key role in building and nurturing relationships with our enterprise clients, ensuring their success with our tax technology solutions.

ESSENTIAL JOB FUNCTIONS AND RESPONSIBILITIES

- Client Relationship Management:
 - Build and maintain strong, long-lasting relationships with enterprise clients.
 - Serve as the main point of contact for client inquiries, ensuring a high level of customer satisfaction.
- Account Growth and Expansion:
 - Identify opportunities for upselling and cross-selling tax technology solutions to existing clients.
 - Work collaboratively with the sales and product teams to propose enhancements and additional features to meet client needs.
- Enterprise Sales:
 - Utilize your enterprise sales background to engage with key stakeholders, understand their business objectives, and position our tax technology solutions as strategic assets.
 - Collaborate with the sales team to create and execute account plans that drive revenue growth.

- Client Advocacy:
 - Act as a client advocate within Tax Technology Partners, ensuring that client feedback and needs are communicated to the product development team.
 - Provide insights and recommendations to clients on optimizing their use of our solutions.
- Contract Renewals and Negotiations:
 - Manage contract renewals and negotiations with existing clients, ensuring mutually beneficial agreements
 - Collaborate with the legal team to finalize contractual agreements.

QUALIFICATIONS

- Bachelor's degree in Business, Marketing, or a related field.
- Proven experience as an Account Manager with a focus on enterprise sales in the technology or software industry.
- Strong understanding of enterprise sales processes and the ability to navigate complex decision-making structures.
- Excellent communication, negotiation, and interpersonal skills.
- Familiarity with tax technology solutions is a plus.

If you are a results-oriented with a passion for technology, we invite you to join Tax Technology Partners Inc. To apply, please submit your resume and a cover letter outlining your relevant experience and why you are excited about this opportunity. We look forward to welcoming an Account Manager who will contribute to the continued success of Tax Technology Partners Inc.