

Strategic Account Manager

Description

Our Partner Sales team is growing and we are excited to hire the next members of our Partner Sales Team. Weâre seeking an experienced sales professional with a track record of success in achieving new business and growing a current book of business. The ideal candidate will be driven, organized and display a natural ability to build rapport and trust. Weâre looking for that perfect blend of sales drive coupled with a customer-service mentality that will help us create loyal, happy partners. Gusto partners with Accountants whose customers are small business owners. You will work with larger firms to onboard their entire book of business. Itâs your job to understand their needs and the needs of their clients in order to properly convey Gustoâs value proposition. Youâll manage the ongoing relationship with each accounting firm while continuing to work to add new accountants and locations to your growing book of business. Hereâs what youâll do: Focus on the year over year growth of Gustoâs relationships with strategic accounts including national accounts (IPA 500), top Gold Partner firms, and emerging advisory firms using account plans Strategic Account Planning: Develop and implement strategic account plans to drive business growth and achieve revenue targets. Centralized decision making: identify stakeholders, conduct QBRs, executive calls, team trainings, collateral Decentralized decision making: identify and develop internal champion to leverage introductions across business units and/or offices. Work in partnership with Marketing to create win stories + case studies to circulate across firms to increase partnership awareness and drive YoY growth CAS: Client list analysis, end to end customer journey, advise on creation or acceleration of CAS practices within firms to drive YoY profitability through adoption of People Advisory. Sell and execute strategic sales and marketing programs with top firms to grow their business IPA 50: Navigate approval process including security assessments, risk questionnaires, annual compliance requests, customized reporting. Working with security teams on app provisioning & taking feedback to the GustoPro team to refine product to better enable larger firms Contract Negotiation: Negotiate contract terms and agreements with partners, ensuring mutually beneficial outcomes. Creation and execution of business plans to execute contracts Travel: Attend accounting conferences, identify firm conferences that Gusto can sponsor and that youâll attend Understand and advise on industry specific tech stacks, tiers & ancillary benefits to create turnkey processes within firms in order to identify clients to grow mutual client base Client Relationship Management: Build and maintain strong relationships with key clients, understanding their business goals, challenges, and objectives. Cross-functional Collaboration: Work closely with internal teams, including sales, marketing, and product development, to ensure seamless delivery of products or services to clients. Here are the role expectations: Maintain 100% book coverage rate monthly 3 Reseller Meetings daily Recurring calls with >50% of your book of business inclusive of pre-call planning, call execution, post-call follow up and outlining next steps drive YoY growth Multi-threading across decision makers in multiple offices, industries and services Construct, forecast and manage your sales pipeline to meet company goals Deliver comprehensive product demos and answer technical inquiries Contribute accurate records and notes to a team-wide CRM Partner education through webinars, staff trainings & providing collateral Market Intelligence: Stay informed about industry trends, competitor activities, and market conditions to provide strategic insights and recommendations. Forecasting and Reporting: Provide accurate sales forecasts and regular reports on key account metrics to the leadership team. Hereâs what weâre looking for: 6+ Months current tenure within the Partner Sales Team at Gusto as an Account Executive or Account Manager 3+ years of B2B sales experience (SaaS, payroll,

Hiring organization

Gusto, Inc.

Job Location

Denver, Colorado, United States

Base Salary

\$ 62500 - \$ 100000

Date posted

May 13, 2024

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HRtech, and industry related experience selling directly to accountants is a bonus) 3+ years of professional quota carrying experience Our on-target-earning (OTE) cash compensation range for this role is \$102,000 per year to \$125,000 per year in Denver and most remote locations. Compensation will be comprised of base salary (60% of the OTE) and commissions (40% of the OTE). Final offer amounts are determined by multiple factors, including candidate experience and expertise, and may vary from the amounts listed above. Please mention the word ****BELIEVABLE**** and tag RMzQuODYuMTYzLjE1Mg== when applying to show you read the job post completely (#RMzQuODYuMTYzLjE1Mg==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)