

Account Executive

Solomonic is recruiting an Account Executive to join our expanding sales team. This position is focused on selling our unique commercial litigation data solution. The role will be responsible for winning new business across our key verticals and will play a key part in the success of the company.

About Solomonic

The Solomonic platform represents a paradigm shift for the UK litigation profession. Our unique data offers a new foundation for advice and decision-making. More than 5,000 litigation professionals rely on us to gain a better understanding of the risk, opportunities and outcomes of commercial litigation and we are on a mission to put our data at the heart of every key decision. As a result, following a period of sustained sales growth, we are looking for an Account Executive to join our high-performing team.

Our culture

We're a small, high-energy team where everyone plays a critical role in improving our products and processes. We have a passion for great data and changing the market, plus having some fun along the way.

Our culture is collaborative, ambitious and agile. Things move fast. We like to see our work solving problems for our customers as quickly as possible, and we value each other. If you share these values and the description below sounds like you, then we would love to hear from you.

Responsibilities & Qualifications

Overall, you will

- Consistently achieve revenue targets through active pipeline and relationship management
- Be responsible for developing and executing on plans to drive new business on your own portfolio of large and mid-sized enterprises
- Build relationships with the senior legal, business and financial executives who influence purchasing decisions in target accounts
- Develop a deep understanding of client requirements, pain points, and business objectives
- Clearly communicate the business benefits of our technology and collaborate with customers to develop tailored solutions
- Lead negotiations, overcome objections, and address concerns to move deals forward
- Stay informed about industry trends, competitive landscape, and client needs
- Develop a thorough understanding of the sales process and manage prospects through to close effectively project managing complex sales and keeping our CRM updated at all stages

- Deliver regular, structured and accurate sales forecasts
- Effectively collaborate across our internal business units to bring the best of Solomonic to client opportunities
- Develop a thorough understanding of Solomonic data and strategic priorities
- Gain a deep understanding of the challenges faced by all stakeholders in commercial litigation
- Embody Solomonic's company culture and values

Experience

- 2+ years of experience selling B2B to corporates. Information, software or professional services a bonus
- An understanding of the legal services market, knowledge of commercial litigation a bonus

Skills For Success

- A track record of success
- High energy and motivation
- Strong networking and business development skills
- Hardworking, persistent, and dependable
- Strong attention to detail
- Great communication and presentation skills
- Ability to have difficult conversations, professionally
- Consistently deliver to commitments
- Ability to build trust and credibility with new customers
- Ability to manage sales cycles from identification to close
- Effective collaboration with other team members and departments
- Reliable, responsible and accountable

Technical Skills

- Understanding of key sales methodologies i.e. Challenger
- Familiarity with CRM and LI Sales Navigator helpful
- Excellent MS Office skills - capable of preparing PowerPoint, Word and Excel files without support
- Strong numeracy skills and a high degree of data literacy

Qualifications

- Bachelor's degree preferred

Benefits

- The chance to forge excellent high-value relationships in the legal and corporate sector
- A high impact role – in such a small team, everyone makes a difference and what you do will

- play an important part in the success of the company
- Being part of a dynamic and fun team on a mission to transform legal data
- Learning opportunities – there's a lot to learn very quickly, but we'll make sure you get the right support to learn and grow in the role
- Bright and airy shared office space in Central London with social events, bottomless coffee and a beer tap!
- Salary is market rate and dependent on experience

Diversity

We believe having diverse teams in which everyone can be their authentic self is key to our success. We encourage people from underrepresented backgrounds to apply and we don't discriminate.

Sponsorship

Unfortunately, we can only consider applications who do not require sponsorship to work in the UK.

Apply

If you are interested in the role, please email your CV to pnussey@solomonic.co.uk.