

Colombia Jobs Expertini®

Account Executive, Fraud

[Apply Now](#)

Company: TransUnion LLC

Location: Bogotá

Category: other-general

What We'll Bring:

At TransUnion, we are dedicated to finding ways information can be used to help people make better and smarter decisions. As a trusted provider of global information solutions, our mission is to help people around the world access the opportunities that lead to a higher quality of life, by helping organizations optimize their risk-based decisions and enabling consumers to understand and manage their personal information. Because when people have access to more complete and multidimensional information, they can make more informed decisions and achieve great things.

Every day TransUnion offers our employees the tools and resources they need to find ways information can be used in diverse ways. Whether it is helping businesses better manage risk, providing better insights so a consumer can qualify for his first mortgage or working with law enforcement to make neighborhoods safer, we are improving the quality of life for individuals, families, communities and local economies around the world.

What You'll Bring:

7+ years of experience successfully achieving Fraud & ID sales goals working with large and complex client business in LATAM markets.

Demonstrated contributor to overall sales team goals.

Advanced knowledge of direct selling concepts and skills.

Ability to proactively analyze client business needs.

Willingness to travel.

Advanced/fluent level of English (oral and written).

Impact You'll Make:

Our International Sales Organization is seeking a highly motivated individual to join our team as an Industry sales specialist, focused on specific suite of Fraud & Identity solution capabilities. This hunter sales position is accountable for achieving annual new business and revenue goals through customer relationship development, opportunity prioritization, consultative sales, and superior negotiation and closing skills, generating growth to customers and prospects. This key role will be responsible for prospecting and selling our Fraud & ID solutions to the top segments / verticals of customers and prospects. This role emphasizes penetration of "greenfield" clients, cross sell opportunities within existing TransUnion customers, and growth through delivery of strategic solution initiatives.

As a sales specialist, you will support TU's efforts to grow the Fraud and ID solutions in the LATAM markets within our target set of verticals.

Key Responsibilities:

Solution sales specialist and subject matter expert: become a sales subject matter expert on flagship TransUnion Fraud & ID products in LATAM and build expertise in identified critical business issues so that you are seen as a specialist on the solutions we have offer to solve these problems.

Develop the strategic buyer approach as a critical component of the overall account plan to expand business.

Lead the sales pursuit to support all stages of the sales opportunity lifecycle. This includes, primary buyer contact; relationship / opportunity development; preparation and delivery of sales presentations; contract negotiations; and successful hand off to the client success teams.

Deliver presentations that demonstrate TU's value proposition; develop/propose solutions, handle objections, contract negotiations and close new business.

Partner with your regional sales peers to establish relationships with known buyers, decision makers and influencers among TransUnion's existing customers to cross sell/upsell.

Collaborate with Director of Sales to set and meet sales growth goals and objectives to expand company revenue and profit

Direct the appropriate engagement of TransUnion's sales support resources (e.g., our Line of Business Teams, Global Solutions Subject Matter Experts (SMEs), pre-sales engineers, account managers).

Collect, interpret, and share, market, customer and competitive intelligence.

Enable cross pollination of TU enterprise solutions, Partner with our Solutions and Lines of Business colleagues to ensure Voice of Customer and product innovation.

Promote communication, team building, personal development and other traits to project and strengthen the culture of the company.

Travel to customer locations and trade shows/conferences as necessary.

TransUnion Job Title

MAE II, Account Dev - Direct Sales

[Apply Now](#)

Cross References and Citations:

1. Account Executive, Fraud [Graduatejobsnearme Jobs Bogotá Graduatejobsnearme](#) ↗
2. Account Executive, Fraud [Studentjobsnearme Jobs Bogotá Studentjobsnearme](#) ↗
3. Account Executive, Fraud [Contractjobs Jobs Bogotá Contractjobs](#) ↗
4. Account Executive, Fraud [Graduatejobsnearme Jobs Bogotá Graduatejobsnearme](#) ↗
5. Account Executive, Fraud [Publicrelationsjobs Jobs Bogotá Publicrelationsjobs](#) ↗
6. Account Executive, Fraud [Sapjobs Jobs Bogotá Sapjobs](#) ↗
7. Account Executive, Fraud [Physicsjobs Jobs Bogotá Physicsjobs](#) ↗
8. Account Executive, Fraud [Canadajobsearch Jobs Bogotá Canadajobsearch](#) ↗
9. Account Executive, Fraud [Lahorejobs Jobs Bogotá Lahorejobs](#) ↗
10. Account Executive, Fraud [Thehiredjobs Jobs Bogotá Thehiredjobs](#) ↗

11. Account Executive, Fraud Finddriverjobs Jobs BogotáFinddriverjobs ↗
12. Account Executive, Fraud JobscareerscentralJobs BogotáJobscareerscentral↗
13. Account Executive, Fraud Seasonaljobs Jobs BogotáSeasonaljobs ↗
14. Account Executive, Fraud Londoncareerhub Jobs BogotáLondoncareerhub ↗
15. Account Executive, Fraud Spainjobs Jobs BogotáSpainjobs ↗
16. Account Executive, Fraud Internjobs Jobs BogotáInternjobs ↗
17. Account Executive, Fraud Neurologistjobs Jobs BogotáNeurologistjobs ↗
18. Account Executive, Fraud Cardiologistjobs Jobs BogotáCardiologistjobs ↗
19. Account executive, fraud Jobs Bogotá ↗
20. AMP Version of Account executive, fraud ↗
21. Account executive, fraud Bogotá Jobs ↗
22. Account executive, fraud Jobs Bogotá ↗
23. Account executive, fraud Job Search ↗
24. Account executive, fraud Search ↗
25. Account executive, fraud Find Jobs ↗

Source:<https://co.expertini.com/jobs/job/account-executive-fraud-bogota-transunion-llc-0a5689f968/>

Generated on: 2024-05-02 by Expertini.Com