

Colombia Jobs Expertini®

Principal Account Executive

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Company: ACI Worldwide

Location: Colombia

Category: other-general

Principal Account Executive

If you've ever used an ATM, paid a bill through your phone, sent money to a friend or shopped online, chances are your transaction was safeguarded and processed using our software.

Now it's your turn to serve the payment needs of organizations and people the world over.

As a **Principal Account Executive in Bogotá (Colombia)**, you will join a diverse, passionate team, dedicated to making possibilities happen in the payments industry!

Job Summary:

Markets ACI products and services to current and potential customers within a defined territory and/or industry and manages ACI's overall relationship with established accounts.

Develops strategy and manages the process of bringing the identified marketing opportunities to a logical close. Assists distributors in their efforts to sell ACI products and services where appropriate. Keeps current on ACI products/enhancements, competition and industry trends. . Maintains account and territory records, updates management on account activity and provides forecast data as requested.

Job Responsibilities:

- Identifies opportunities to market ACI products and services to current and prospective customers in the assigned territory.

Develops strategy and manages the process of bringing the identified marketing opportunities to a logical close, consistent with ACI's sales best practices.

- Manages ACI's overall relationship with current and prospective customers, with emphasis on developing and maintaining effective relationships with key executives. Customer

satisfaction and loyalty are key requirements and measurements.

- Manages all administrative aspects of the assignment including but not limited to account profiles, sales pipeline records, current and prospective customer org charts, etc., consistent with ACI's sales best practices.
- Keeps current on ACI products/enhancements, competition activities and industry trends.
- Perform other duties as assigned
- Understand and adhere to all corporate policies to include but not limited to the ACI Code of Business Conduct and Ethics.

Knowledge, Skills and Experience required for the job:

- Bachelor's degree or equivalent experience.
- 12 years of successful direct sales experience in industries targeted by ACI (financial institutions, processors, merchants, , preferably selling payments solutions. Must have a combined minimum experience of 5 years in either the payments, e-commerce or mobile payments industries.
- Must have successful sales record.
- Excellent presentation, verbal and written communication skills.
- Ability to prospect for large complex sales opportunities.
- Ability to understand the business and technical solutions.
- Ability to move the sales process to closure.
- Ability to articulate and professionally present solutions and to respond creatively to customer needs.
- Understanding and knowledge of products/solutions currently marketed by ACI is a plus.
- Selling technology solutions into multi-national organizations, large on-line retailers, ecommerce companies, and/or merchant acquirers/processor experience is highly desired.
- Payments or payments processing related sales experience a plus.
- experience preferred. **Preferred Knowledge, Skills and Experience needed for the**

job: Work Environment:

- Standard ACI office or home office environment, depending on territory and/or location
- Extensive travel required - 40%-60%

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