

Nordic Sales Director/Market Maker

Accenture Nordic is looking for a new Sales Director/Market Maker who will be responsible for growing Accenture's business, by leading large opportunities through all sales phases.

The role offers a unique opportunity to be part of the Nordic Sales organization, and thereby focus on sales across the Nordics as well as work and collaborate closely with colleagues, who has a deep experience and competencies within different industries in the Nordics and globally. The new Sales Director/Market Maker will be placed in one of the four Nordic countries Sweden, Denmark, Norway, or Finland.

As our new Sales Director/Market Maker you will be responsible for growing Accenture's business, by leading bigger opportunities through all sales phases, including origination, qualification, sales pursuit and close/contracting by applying deep sales process and offering expertise. You will, in close cooperation with our account and industry leadership teams, build relationships with key buyers and decision-makers at new and existing clients by utilizing a Accenture's differentiated global transformational capabilities including New IT, J2C, Business and IT Transformation, Digitalization, and BPO.

Accenture is looking for an experienced Sales Director/Market Maker with proven track record within driving big deal pipeline generation and sales to large Nordic accounts. The candidate must have deep experience working with clients on the C-level in one or more industries. In addition, the candidate should also have a very strong sales driven gene and skills as he/she will be playing a vital role in identifying as well as closing large deals and thereby creating value and success by taking market share in the Nordic region.

The Position

The new Sales Director/Market Maker will report directly to Nordic Market Maker Lead who is primarily located in the Copenhagen office. The position will be part of Accenture's Nordic Market Maker team being responsible for leading the biggest and most complex deals across all industries.

The position's main focus will be on growing the business by leading large opportunities in all aspects of sales, hereunder; origination, qualification, sales pursuit and closing / contracting which is done by applying deep sales process as well as offering expertise to clients. He / she will also, in cooperation with Accenture's account and industry leadership teams, be responsible of building strong relationships with key-buyers and decision-makers at both new and existing clients by utilizing Accenture's differentiated global transformational capabilities, including New IT, J2C, Business and IT Transformation, Digitalization, and BPO. Therefore, the position will be playing a vital role in external stakeholder management with clients across the Nordics.

The new Sales Director/Market Maker responsibilities include:

- Leads selling of big/complex transformational, multi service line deals
- Leading sales pursuits in sole source and competitive situations orchestrating both client facing interactions as internal mobilization and alignments
- Develop differentiated value propositions and deal shapes to drive transformational value and growth, and profitable sales for Accenture
- Define relevant service group solutions and offerings in response to client needs and market/industry trends
- Lead sales campaigns, working collaboratively to create demand and shape/close deals
- Taking full responsibility for the pursuit: 'Front and Center' of the deal
- Owning the win strategy across origination and sales: orchestrate its creation and lead the execution of the campaign
- Orchestrating relationship plans with the Client Account Lead (CAL)
- Identifying and securing the right sales team to pursue the opportunity cost effectively

Job Title:
Nordic Market Maker /
Sales Director

Application Deadline:
As soon as possible

Company:
Accenture

City:
Copenhagen, Oslo,
Stockholm or Helsinki

Country:
The Nordic

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- Driving the creation of the Transformation story/narrative and value proposition across business value and business case (for the client and Accenture)
- Being responsible for the E2E sales cycle from origination to closing; Orchestrating talents for successful sales pursuit
- Leading negotiations and securing a balanced contract creating a win-win for the client and Accenture
- Leading Accenture approval meetings, pulling in specialists to cover aspects such as solution, financials, QA, Legal etc.

The position will have direct sales responsibilities leading multi-million-dollar targets with an annual sales target of USD 40 to 75 million.

The position requires a person, who has a strong and deep understanding and experience within sales leadership, leading large opportunities from a Nordics and/or international perspective. It is very important that the candidate is self-driven and able to work in a complex global organization. The position as a market maker requires a personality with a strong DNA who is ambitious and has the capability and understanding of what is needed to succeed in the position.

For the right candidate, is a unique opportunity to become part of a very successful global and market-leading organization, targeting the biggest transformational opportunities often with a global/international dimension. It is a position that offers a lot of freedom with responsibility and direct interaction with C-level client stakeholders.

The Ideal Candidate

- Relevant education on Master level or minimum on Bachelor level or equivalent
- +10 years of experience with selling / closing deals in services space in one of the following areas:
 - Technology strategy and IT transformation in the “New”
 - Application services, with expertise in application outsourcing, IT service Management and implementation services leveraging global delivery model
 - Journey to Cloud enablement and migration, with experience in Public Cloud, Data Center
 - Business and IT transformation including ERP/system implementation/integration
 - Business Process Outsourcing spanning all functional areas including Finance & Accounting Business Process Services, Procurement, HR, Digital Marketing and related industry specific solutions
 - Complex and cross functional value driven transformational programs at international clients
 - Extensive experience in contracting and effectuating transformational partnership agreements
 - High degree of business acumen
 - Experience with closing multi-million \$ deals
 - A successful sales leadership track record with documented results
 - Experience working with a large, matrixed company environment
 - Experience with C-level client relationship building and relationship management
 - Proven ability to operate within a team-oriented environment
 - Demonstrated leadership, teamwork and collaboration in a professional setting; either military or civilian

Personal qualifications:

- High energy level, decisiveness, and ability to work well in demanding client environments

- Excellent communication (written and oral) and interpersonal skills
- Strong leadership, problem solving and decision-making abilities
- Unquestionable professional integrity, credibility and character
- Willingness to travel across the Nordics

Application and further information

In this recruitment process, we are assisted by European Search Company. For additional information about the position, please contact Nicholai Nielsen on nni@europeansearchcompany.com / +45 91 76 58 93 or Brian Ranvits on +45 2048 0548 / bra@europeansearchcompany.com

If you see yourself in the position and would like to be part of Accenture, please send your application by using the link below.

About Accenture

Accenture is a global professional services company with leading capabilities in digital, cloud and security. Combining unmatched experience and specialized skills across more than 40 industries, we offer Strategy and Consulting, Interactive, Technology and Operations services—all powered by the world's largest network of Advanced Technology and Intelligent Operations centers. Our 506,000 people deliver on the promise of technology and human ingenuity every day, serving clients in more than 120 countries. We embrace the power of change to create value and shared success for our clients, people, shareholders, partners and communities. Visit us at www.accenture.com.

At Accenture, our philosophy is anchored in recognising that our people are multi-dimensional. We take an intersectional human approach to create a work environment where all people feel like they can bring their authentic selves to work, every day. We believe that equality drives innovation. Our commitment to accelerating equality starts at the top with our board and CEO and extends across every part of the company. This comes to life when our people own the equality agenda, making it part of their jobs – every decision, every day – and feel free to speak up and to act. We do not tolerate discrimination because of differences, such as age, ability, ethnicity, gender, gender identity or expression, religion, or sexual orientation. We want a workplace that is inclusive and diverse to that end we are setting bold goals and taking comprehensive action. To achieve these goals, we collect information that allows us to track the effectiveness of our Inclusion and Diversity programs.