



Role: Account Manager, Sales

Location: Bentonville, AR

Contact: Haitham@nuqleous.com

Who We Are

Are you ready to revolutionize the world of retail with Nuqleous? Since our inception in 2013, we've been at the forefront of innovation, providing cutting-edge space-planning-automation and performance analytics software. With over 75 leading consumer packaged goods (CPG) companies on board—including giants like Kraft-Heinz, Danone, and Anheuser-Busch—we're not just changing the game; we're defining it.

Imagine a world where agility and efficiency are not just buzzwords but the cornerstones of success. That's what Nuqleous brings to the table. Our software products empower CPGs to boost margins, slash inefficiencies, and drive sales across 700 categories and 3,700 brands, representing a staggering \$40.9 billion in annualized sales.

Join us at Nuqleous and be part of the revolution. Together, we'll redefine retail and shape the future of an industry. With our innovative software solutions and unbeatable team spirit, the possibilities are endless.

How you'll contribute:

As an Account Manager at Nuqleous, you'll be a key member of the team in a high-energy environment where your proactive approach and passion for growth drive tangible results for both our business and our customers. Account Managers are pivotal in elevating our profile and expanding our share of wallet within our existing customer base. We're looking for individuals who embrace challenges, soak up feedback, and continuously seek opportunities for learning and improvement.

Your ability to build strong relationships, pay meticulous attention to detail, and articulate ideas with clarity will be essential. At Nuqleous, we're committed to nurturing talent and providing opportunities for career advancement. Your dedication and performance will open doors to new possibilities within our sales team, allowing you to realize your full potential in a fast-paced and rewarding environment.

As an Account Manager at Nuqleous, you will:

Be at the forefront of driving expansion within our existing customer base. Your role is multi-faceted:

- Install-Base Account Management
 - Lead and drive sales opportunities through strategic selling, negotiate and close business, and lead the ongoing business relationship with Nuqleous clients.
 - Develop and drive pipeline velocity through activities such as conducting customer reference calls, quoting and contract management, and outbound prospecting into the Nuqleous install base for upsell and cross-sell opportunities.
- Collaboration and Strategy:
 - Network internally with Nuqleous Peers/Leadership, Customer Service and Support, Product, etc. to increase customer value and improve overall customer happiness.
 - Collaborate with marketing to identify and seize new business opportunities, contributing to the expansion of our sales footprint within key accounts.
- Sales Operations and Strategy:
 - Analyze customers business needs, identify strategic partnership opportunities, and develop strategies to ensure customer growth, satisfaction, and retention.
- Continuous Improvement and Goal Achievement:

- Constantly seek ways to exceed individual quotas and team objectives, leveraging a deep understanding of our technology platform and market trends to drive impactful customer meetings and sales opportunities.

In this role, you'll not only contribute to the growth of our business but also have ample opportunities for personal and professional development. If you're passionate about driving success in a fast-paced environment and thrive on making meaningful connections, we want you on our team.

What we're looking for:

- You have a minimum of 3 years of SaaS/Technology sales (or similar) and a desire to succeed.
- You are a regular on your company's top producer's list and have the stats to back it up.
- You are known for your tremendous work ethic, laser focus, customer obsession, and dedication.
- You enjoy learning about technology and can translate that into value for customers.
- You're responsive, adaptable, and 100% passionate about results and ownership.

Requirements:

- Bachelor's degree or higher education.
- 3 - 5 years of sales experience
- Excellent verbal and written communication skills.
- Ability to multitask, prioritize, and manage time effectively.
- A strong sense of urgency and a competitive edge.

Applicants must be authorized to work for any employer in the US. We are currently unable to sponsor or take over sponsorship of an employment Visa.