



Enterprise Performance Management Sales Executive

ProStrategy are Ireland's leading provider of Enterprise Performance Management solutions. We help our clients achieve best practice in the areas of FP&A / Planning, Budgeting & Forecasting, Financial & Management Reporting and Financial Analytics.

Our hybrid teams combine both IT and financial expertise to implement solutions which integrate data and automates the creation of analytic insight, dashboards and reports to allow clients track both strategic and operational KPIs. By combining actual performance data with target data, our EPM solutions provide continuous performance monitoring to support insightful decision making.

We are now looking for experienced and motivated EPM Sales Lead to help grow our EPM Practice. You will be expected to operate with a high degree of autonomy and therefore you need to be a self-starter with experience selling Analytic & Reporting Software and Consulting solutions to the Department of Finance.

You will be responsible for:

- Growing the business by widening the commercial footprint through new customer acquisition and deepening the relationship and value of existing customers.
- Developing strong relationships with key financial stakeholder and decision makers (Finance Controller through to CFO) and commercial partners.
- Managing the entire sales process, from prospecting to closure.
- Planning, carrying out and supporting direct marketing campaigns to the prospect base.
- Working in collaboration with our marketing team and the partner community

Required skills & experience:

- Proven software & consulting sales experience.
- Track record building and nurturing senior level relationships with decision makers within the accounting / CFO Office sector
- The ability to scope process requirements within financial management, in particular consolidation, planning, reporting, BI and Analytics
- First class lead generation skills.
- Knowledge of some of the following: IBM Planning Analytics/ TM1, Cognos, Hyperion, SAP BPC, Anaplan, Tagetik, etc.
- A proactive, self-starter to generate new prospects