

executive account manager

State-of-the-art software that grows our clients' competitiveness

Keen eye for streamlining workflows and processes

Copenhagen

Expand the collaboration with new and existing clients:

- Identify, inspire, and cultivate client relations
- Challenge, counsel, and sell to a solid platform of existing clients
- Engage in client dialogues on functional managers' and C-level
- Open the eyes of clients through knowledge-based discussion and a clear messages on how Multi Support creates value for them
- Involve experienced and professional colleagues in the sales process
- Participate in international key account management

You will refer directly to the CCO and have unlimited access to coaching and knowledge sharing with colleagues in the international sales team. 20-30 travelling days per year.

Professional + ambitious + energetic

- Professional, because the job requires a seriousness, robustness, and business insight that inspires trust in the short run and builds lasting client relations in the long run
- Ambitious because you pursue results on behalf of your client – and have the ability to see the direct link between their optimization benefits and your success
- Energetic because you keep going until you have reached your goals – even when the sales process is long
- Professional because your educational background, work experiences, and IT skills enable you to identify and discuss how typical financial and administrative workflows can be optimized using smart process software — and you speak Danish and English on negotiation level
- Ambitious because you are curious, ask questions, and contribute with ideas
- Energetic because making an effort motivates you

Best in class by 2020

Every day +3,000 clients worldwide experience the value of our smart process software. As Executive Account Manager you will have a major influence on our market development — especially in the eastern part of Denmark. You will be a part of our international sales team, and will face a future with plenty of possibilities to grow together with Multi Support.



Supplier invoices
- the next way



Business output
- the next way

Please email your application and CV marked "Executive Account Manager" to our HR business partner Lars Røger HR A/S: job@LRHR.dk.

Initial interviews will take place in Copenhagen on 19 October 2015.

We make companies more efficient and peoples' life at work easier. Replacing more or less manual procedures involving paper documents, Post-its, spreadsheets, emails, and databases, with easy-to-use software. Our Next smart process applications boost corporate efficiency, scalability, and the personal joy of work.

Serving clients all over the world since 1986, through a network of certified partners and own offices in Switzerland, UK, Germany, Sweden, Denmark, Norway, and Finland.