

Sales Manager

- **Multi-award winning, multinational software development company**
- **Newly created role**
- **London**

Lacima is a multi-award winning trading and risk management software provider to the energy and commodities markets. With offices in Sydney, London and Boulder, we have a strong international client base and clients in over twenty countries, including Australasia, Europe and the US. Backed by the European Energy Exchange (EEX), Lacima has been recognised as a global leader in energy and commodity pricing and analytics and employs a talented and highly educated international team of people.

Job Synopsis

With the recent addition of new products and planned growth, coupled with the recent acquisition of Lacima by EEX, we are seeking to expand our sales team based in London. Wishing to capitalise on EEX's large and established sales and business development teams that already work with Lacima's target markets, a key focus of this newly created sales role will be to act as the interface between EEX and Lacima, providing all necessary support for the EEX sales and business development teams to introduce Lacima's offerings to their clients and then following up all leads generated. This role will be responsible for overseeing all aspects of the sales process to deliver strong revenue growth to Lacima.

The primary duties and responsibilities of this role include, but are not limited to, the following:

- Responsible for driving revenue growth and achieving agreed targets across all relevant markets, products and regions. Sales targets will be set through a consultative process and are subject to annual review
- Responsible for developing, maintaining, and managing the interaction between the sales and business development teams at EEX and Lacima
- Providing all necessary support to the EEX teams to enable their salesforce to approach and address their customers with Lacima sales opportunities
- Responsible for managing all aspects of the sales process including: qualifying, presenting Lacima's capabilities, preparation of proposals and responding to RFIs and RFPs and ensuring sale opportunities are successfully concluded
- Management of pre-sales activities
- Demonstrating software to potential clients, using our technical experts where required to conduct product demonstrations and presentations
- Managing the pipeline, ensuring that opportunities are progressed through the pipeline on a timely basis and updating management through reports and regular meetings on progress against target
- Increasing Lacima's "brand awareness" among EEX clients and potential clients
- Attaining and displaying a high level of product intimacy for Lacima's software
- Providing client feedback to assist with planning for further development and growth

Your Skills

To be successful in this role you must be passionate about both customer and commercial success. With over 5 years' experience, you are able to work with EEX's sales and business development teams and identify and qualify leads generated by them. Your experience working in the energy and commodities markets and your strong knowledge of trading, valuation and risk analytics will be key elements to your success in this role. You are keen to support organizational growth and will use your skills to continuously adapt for ongoing success.

The ideal candidate will have a:

- Solid background in sales and account management working in a global delivery model
- Relevant energy and commodity industry and analytics technical knowledge
- Client focused attitude, combined with excellent communication abilities and interpersonal skills and the ability to manage senior stakeholder engagement.
- Demonstrated ability to plan, organise and work with diverse, international, multi-location teams
- Self-driven and proactive nature
- Bachelor's degree, or higher, in a quantitative or finance related subject

To apply

Remuneration package is competitive and commensurate with experience. To apply, please send your concise curriculum vitae and a brief covering letter outlining your salary expectations to careers@lacimagroup.com. A test of your technical skills will be part of the selection procedure.

We are only accepting direct applications for this role. We are unable to accept applications submitted via headhunters / recruiters. Due to time constraints, we will only contact applicants who have been selected to progress to later stages in the selection process.