



The Field Service Management (FSM) market is currently worth \$3.2bn globally and is projected to grow to \$5.7bn by 2026 at a CAGR of 15%. An independent industry analyst noted earlier this year that “...software vendors operating in the FSM market should expect opportunities for lucrative growth over the next 5 years.”

Totalmobile are making significant moves to become the world’s leading specialist FSM vendor. There’s undoubtedly a gap in the market here and, following a flurry of six strategic acquisitions in the last two years, the latest of which was in March 2021 and the largest in the organisation’s history, we’re convinced that Totalmobile is now finely poised for an exciting phase of rapid growth.

This exciting growth journey is already well underway: revenue has grown by 450% over the last 3 years through a combination of M&A and organic growth. We’re now ready to go one step further by doubling revenue and becoming a unicorn by the end of 2024.

### **Job Title: Account Director**

We’re looking for a dynamic Account Director to help us execute this growth journey, keeping up with and driving market demand for Totalmobile’s broad (and growing) portfolio of solutions.

You will be part of a talented, innovative, high-performing sales team. We pride ourselves on dreaming big, working together and with an unwavering commitment to excellence, all of which ensures we remain focusses on will:

- Delighting our customers by making work and the lives of mobile workers better
- Accelerating Totalmobile’s journey to doubling revenue
- Achieving our personal and professional dreams!

We never forget that our technology is used by humans we’re passionate about making a difference for them. We improve their working lives by tackling their frustrations, providing for their needs, and ensuring their time spent working, delivers value. We do this by providing an extensive suite of highly usable and integrated solutions that solve operational challenges, simplify processes, and deliver transformational value.

### **Experience Required & Offered**

- Ability to demonstrate a consistent track record of overachievement in an enterprise sales environment, ideally selling complex SaaS-based solutions
- Ability to build a business and territory plan designed to drive incremental ARR growth in a territory of named accounts within a verticalised sales team – accounts will be a blend of existing accounts (for up-sell) and carefully-selected new logo targets
- Ability to collaborate effectively with management, colleagues, and a supporting ecosystem to maximise success (e.g., marketing, business development, pre-sales, sales operations, professional services)

- Ability to adopt, follow and innovate within a world class, proven sales process – with a mantra of ‘value-based selling’ and proper adoption of MEDDIC as a qualification framework
- Ability to diagnose customer needs and recommend value-based solutions that reflect a clear understanding of Totalmobile’s products and services, primary differentiators, customer segments, and key competitors’ offerings
- Ability to ‘wow’ your customers and prospects with the quality of your engagements, your in-depth meeting preparation and your production of world class customer-facing documentation
- Ability to leverage sales best practices, knowledge of industry trends and market dynamics to differentiate in a repeatable sales process
- Ability to construct, negotiate and sell commercial deals that represent good business for both Totalmobile – demonstrating strong commercial acumen and creativity
- Ability to close business and forecast accurately

#### **Desirable traits**

- You are a real new business hunter who can demonstrate success winning new logos and expanding existing accounts
- You will have in-depth experience managing complex environments and are skilled at forecasting and territory planning
- You are a persuasive communicator, able to articulate a vision that resonates with the customer and demonstrates value
- You have an entrepreneurial spirit and a start-up mentality
- Ideally you will have formal sales training (MEDDIC, Miller-Heiman, Sandler, Solution Selling etc.)

#### **What you can expect**

- Exceptional benefits
- Smart working
- Unrivalled, world class sales training
- Opportunity to learn from a talented leadership team

#### **c. Next steps**

Our recruitment methodology is a two-way process: we always remember that this is as much a qualification process for you as it is for us.

It's important for any candidate to capture the information they need to make an informed decision, so you can rest assured we'll always do our best to answer your questions honestly and comprehensively. Likewise, we are very clear about what we're looking for, what it takes to be successful in sales at Totalmobile and the culture we're building during this phase of hyper-growth for the organisation. To that end, you can expect us to have some questions for you, focussing on your experience, how you go about your work and your future career aspirations.

We'd like to meet some of the key stakeholders within our business, giving you the opportunity to get to know them, and vice versa.

We are an agile organisation and can adapt our process to different situations, but generally, we'd put in place the following steps:

1. Interview with hiring manager
2. Interview with Ray Rees, Head of Sales
3. Interview with Rhys Thomas, Chief Revenue Officer
4. Final panel interview (e.g., role play)

We're looking forward to hearing from you and excited to explore the possibility of you joining us on our journey!