



**Job title: ENTERPRISE ACCOUNT DIRECTOR**  
**FULL TIME HYBRID WORKING**  
**SALARY RANGE:**

**WHO WE ARE**

iPortalis is a UK based PE backed technology solution provider with over 18 years' experience delivering private, public and hybrid cloud and software license management solutions.

The iPortalis software solution comprising AI based iAnalyse360 analytics and our iCP license management engine empowers some of the largest enterprise customers to take control of their Microsoft 365 licensing and Azure estate, to right size their licensing and cloud infrastructure delivering significant cost savings, efficiency, and on-going ROI.

We are entering an exciting new phase in our development to fulfil our vision to become the market leader in analytics and intelligent automation, enabling businesses of all sizes to optimise their investments in SaaS and IaaS.

We are passionate about solving our customers' problems, and now need to augment our team with similarly minded exceptional individuals who share our vision and desire to create something unique.

This is an exciting time to join our professional, talented global team - our team members are truly at the heart of our business. We offer a stimulating and supportive working environment, an attractive remuneration and benefits package and an open and flexible management ethos where individual creativity and contribution is valued.

**ABOUT THE ROLE**

The main responsibility of the role is to deliver targeted new customer acquisitions and annual recurring revenue according to the targeted sales plan.

You will work directly with our Sales Director to lead the charge in expanding our Enterprise business. Developing and targeting new business you will actively seek enterprise expansion opportunities to add new logos and grow long term recurring revenue. You will work closely with our marketing team to follow up marketing qualified leads and generate your own leads through your network and by using social networking platforms to propagate thought leadership and drive interest. You will be rigorous and disciplined in applying best practice sales techniques to develop a pipeline, identify key decision makers and orchestrate and execute effective pipeline staging from interest to deal closure.

**ABOUT YOU**

Ideally you will have a minimum 5+ years successful experience in Enterprise software sales, with a proven track record of success. You will be a commercially experienced sales professional with excellent communication and relationship building skills and ability to manage relationships with external and internal stakeholders, prospects, and clients up to C level.



It would be beneficial for this role if you have experience in an Enterprise Microsoft centric environment with knowledge of Microsoft 365, Office 365 licensing, and Azure.

You should be a confident user of social networks to utilise social media platforms to generate awareness of the iPortalis solution. You will have knowledge of and experience utilising CRM systems and be disciplined in their rigorous application.

#### **NEXT STEPS**

If you are motivated to join a committed team, driven to making a difference and have the skills and experience to make things happen then we would love to talk to you.

**To apply, please email a CV and cover letter demonstrating your suitability for the role to: [recruitment@iportalis.com](mailto:recruitment@iportalis.com)**

**At iPortalis we are committed to creating a diverse work environment and are proud to be an equal opportunity employer.**