

Enterprise Account Manager, London, 80-100%

Unique is on a mission to build a visionary AI-driven platform called Unique FinanceGPT, tailored specifically for the financial sector. While we have already successfully established ourselves in Switzerland and won the largest banks as customers, we want to expand next and conquer the world. And this is where you come into play.

As an Account Executive based in London you will play a pivotal role in our company's expansion and success in the B2B SaaS market. You will be in the lead of building up the London/UK location and bear the responsibility for initiating and nurturing relationships with potential new international customers to drive deals through successful closes. Your responsibilities will include growing a sales pipeline by identifying top targets and crafting outreach strategies to initiate relationships, mapping stakeholders to secure decision-maker buy-in and customizing pitches and demos to meet individual customer needs.

What you need to succeed

- 5+ years of Enterprise SaaS Sales Experience, international Sales experience is a plus
- Experience in the Financial Services Industry
- Passion, motivation and self-drive to develop and grow a new location
- Perseverance and an unbridled hunger for success
- Empathy and passion for helping and communicating with people

What we offer

- A modern company with flat hierarchies that focuses on a people-oriented culture
- Flexible working hours and locations (remote culture)
- Supportive, collaborative, and family-friendly work environment
- Great colleagues
- Emphasis on transparency and open communication
- Employee ownership, strong salaries and possibility to become a shareholder of big AI success story.

Unique FinanceGPT

Unique FinanceGPT is designed to enhance productivity in the financial industry by automating and streamlining tasks and activities. It leverages Generative AI to generate client insights, ideate proposals, perform compliance checks, and create personalized proposal documents, allowing professionals to focus more on client interactions and value-added activities.