

UNIQUE

Enterprise Account Manager

80-100%, as soon as possible, based in Switzerland







We are looking for a passionate, hungry, results-driven, and entrepreneurial individual with integrity who wants to take the next step in their B2B SaaS sales career. As an Account Manager you will build and manage your own sales funnel, from acquisition to closing and play a crucial role in our continued success by nurturing existing client relationships, identifying upselling opportunities, and converting six-figure into seven-figure deals. You'll help our clients buy and become an integral part of our growth, all while creating a work environment where our people feel comfortable.

We encourage all genders and all neurodiversities to apply.

What you need to succeed

- Urgent curiosity to identify and define customer needs
- Empathy and passion for helping and communicating with people
- The ability to explain complex issues in a simple and understandable way
- Perseverance and an unbridled hunger for success
- (Swiss) German and English are a must (professional level), other languages are a big plus. You will conduct conversations in the preferred language of our clients
- Years of experience as Account Manager in the "Large Enterprise" Software Segment, ideal in the Financial Service industry

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
-  Emphasis on transparency and open communication
-  Great colleagues
-  Employee ownership, strong salaries and possibility to invest in the company

Who we are

We at Unique build a highly secure generative AI platform called Unique FinanceGPT, which is specially designed for the finance sector. It uses GPT technology to automate a variety of tasks and reduce manual workload, thus, enhancing productivity. Our vision is to be the easiest and most inspiring way for businesses to connect, negotiate and partner.

How to apply

Are you interested in becoming part of our Unique team? Please apply by sending your CV or the link to your LinkedIn profile to career@unique.ch or send our CSO, Patrick Trümpi a message on LinkedIn.

www.unique.ch