

JOB SPECIFICATION

Enterprise Account Manager

Essential Information

Job Title

Enterprise Account Manager

Team

Sales

Line Manager

Director of Sales

Location

London Bridge/Winnersh with Flexi-working

Employment Type

Full time, permanent

Package

- Salary commensurate with the seniority of the role
- Performance-based commission plan
- Comprehensive benefits, including life and health cover
- Participation in an HMRC EMI share options program

Thames Valley

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Winnersh
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London

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We go FullCircl

FullCircl connects the insight you need when it matters most. We partner with more than 700 of the UK's leading banks, insurers and FinTech to deliver market leading insight on their business customers. Clients use our product to solve three mission critical business challenges, namely how to: identify & acquire, verify & onboard and retain & grow customers.

Following the recent acquisition of W2, a specialist compliance and fraud platform, FullCircl's identity solutions products are maturing to reach new regulated markets, including gaming and gambling.

Our web applications and APIs are now used by more than 15,000 end users in large clients including **Barclays**, **Lloyds**, **NatWest**, and **Aon**, as well as powering digital journeys for high growth challengers such as **Tide**, **GoHenry**, **Mettle**, **Caxton**, and hundreds more.

Having established a roster of blue-chip enterprise clients in the UK, FullCircl is now looking to expand its reach through continued investment in the platform and exciting partnerships with category leading vendors including **Acturis**, **nCino** and **IDNow**.

We have more than doubled in size over the past two years and is now a scale business that has been profitable since early 2022.

FullCircl was formed in 2021 following the merger of Artesian Solutions and DueDil. In September 2023 FullCircl acquired W2 Global Data Solutions. FullCircl is backed by top-tier investors which include Octopus Investments, Notion Capital, Augmentum Fintech and notable angel investors which include Dr Steve Garnett (EMEA Chairman SFDC).

We GRAFT to get it done

We want to hire like-minded people which is why our core values are important because if you join us it is pretty important that you fit right in. Ask yourself, do they describe you?

Growth Mindset	Resourceful	Accountable	Factual	Team
We are the change we want to see	We find a way to get it done	We do what we say	We tell it like it is (without being a jerk about it)	We put the mission before ourselves

We're trusted by 600+ leaders in Financial Services



This merger brings together two exciting UK FinTechs both of which play a key role in the broader NatWest Group; providing client relationship intelligence for our frontline and business development teams and, via their integration with Mettle, helping us completely automate business account opening. I am looking forward to seeing what the combination of these two great innovators will bring.

Ian Isaac Managing Director – Lombard

What we can offer you

- We are a team that has a clear view of where it wants to go and are committed to supporting each other to get there.
- We have created an environment where driven and accountable people thrive, and the development and progression of people in our team is a top priority.
- We have been successful by building relationships with senior leaders in banking, insurance and FinTech and consistently delivering value to their teams.
- We operate in an environment where your contributions will be meaningful and good work recognised.
- We provide competitive compensation and benefits and believe employee ownership is a key part of cultivating the mindset we want from everyone.

THE ROLE

Enterprise Account Manager

We are looking for an ambitious growth-oriented Enterprise Account Manager who will be focused on delivering a revenue number from a combination of a small number of key accounts and new name acquisition from a list of carefully selected target accounts. Our target customer is the head of commercial operations but an ability to engage with middle office is also key to ensuring success.

An understanding of advanced sales methodologies is an advantage – we employ the use of MEDDIC and SPIN. We pride ourselves on providing one of the best personal development processes in the industry for our team members. You will be part of this continued push benefiting personally and contributing as a senior team member.

We have a world-class marketing team which encompasses in-house business development, but you will also be expected to drive your own pipeline generation and deal origination. We have an amazing pre-sales team to support prospecting activities and post-sales Customer Success Management teams to take care of post-sale implementation, training and customer success.

Key Responsibilities

- Pipeline-generate own opportunities to supplement inbound qualified leads (70/30 split).
- Develop, forecast, close and win business from existing key accounts and new business target names.
- Practise the MEDDIC qualification process, SFDC and conduct deal-reviews.
- Develop needs (company uses SPIN) to drive value.
- Work with clients to build value-based ROI business cases that justify large investments.
- Be able to build champions in client and prospect accounts.
- Manage senior CXO client/prospect relationships offering value-added, insightful and strategic solutions to maximise ROI.
- Manage all types of sales negotiations (complex and straight forward).
- Work with the extended team of pre-sales, CSM, training and others to deliver the best client experience.

Our ideal candidate will have

- Knowledge and understanding of Commercial & Corporate Financial Services and Insurance within the UKI will be a distinct advantage.
- Enterprise sales experience in B2B software sector.
- Team player, who upholds professional integrity at all times.
- Self-starter mentality with strong internal focus of control.
- Entrepreneurial spirit or experience of working for a start-up/early-stage company.
- Inspirational presenter.
- Proven track record of success.
- Solid understanding of SaaS business.
- Understand value sell vs feature sell.
- Desire to learn and develop.
- Be presentable and confident.
- Experience in running and using Salesforce for forecasting and reporting.

Our Amazing Benefits

- Hybrid/Flexible working model
- 25 days annual leave, with the ability to purchase more days!
- Life Assurance and a fabulous Employee Assistance Programme
- Private Healthcare for you - talk to us about adding your family!
- Discounts on various retail stores, gyms memberships and a bike scheme
- Access to LinkedIn Learning
- Peer to peer recognition...and much, much more!

About Us

- We have a culture deeply engaged in D&I and have a team dedicated to overseeing this
- There are 18+ languages spoken between us!
- We actively engage with and support charitable initiatives and volunteer opportunities
- Our skills are shared through our Mentorship program, all are welcome to join
- All ideas and feedback are welcomed. We want all FullCircl's to have a voice

"No matter what stage you are in your career, at FullCircl you are viewed as an individual and given the opportunity to own your development. During my time at FullCircl, the nurturing culture has grown my confidence and given me the opportunity to work with some of our biggest clients."

Chloe Weatherill, CSM at FullCircl

How to Apply

If this role is of interest send your CV to CV@fullcircl.com and we'll be happy to have a conversation - speak soon!