



Account Manager – Norway

ayfie provides products for legal and legal services, finance, healthcare, media, compliance and search across industries and geographies. The language processing technologies developed by ayfie are based on more than 30 years of research in linguistics, computational linguistics and computer science at a number of universities in particular the University of Munich and the University of Paris. Using these technologies, ayfie has created a unique text analytics platform, ranging from forensics over research to automated prediction based on unstructured text data.

On top of that platform ayfie provides smart search and information retrieval solutions for helping companies of any size realizing the digital transformation and the digital workplace more easily. More than 500 customers in Norway, Sweden and Central Europe already benefit from ayfie's offering.

As of now, ayfie provides connectors to all relevant company data sources, in an easy to install and easy to maintain package. This enables users to quickly find relevant information – respecting their access rights - by leveraging unique linguistic preprocessing and text understanding methods, to make well informed and better-founded decisions. In short, getting their job done more efficiently.

We are seeking an Account Manager to play a key role in increasing revenue by developing effective sales strategies to attract new customers, as well as generating and qualifying leads. This position will be based at ayfie's regional office at Skøyen, Oslo and will report to the Director of Sales.

The Account Manager's role requires a self-directed, results-oriented sales professional with technical attitude and strong verbal communication skills and ability to qualify customer's needs, develop new sales opportunities, and optimize existing accounts to increase market share and sales.

Key Responsibilities Include:

- Meet personal sales targets in defined territory
- Create and manage a target account list
- Forecast sales
- Evaluate customer needs and build productive long-lasting relationships
- Research accounts, and generate new business and follow through on sales leads
- Attend meetings, sales events, and trainings to keep abreast of the latest developments
- Maintain and expand client database within assigned territory

Requirements:

- 3-5 years of proven solutions sales experience in the B2B space
- Track record of over-achieving target
- Familiarity with different sales techniques and processes, both conventional and "outside the box"
- Experience with pipeline management working with CRM systems
- Strong communication and interpersonal skills
- Driven, self-starting, and self-motivated
- Ambitious with a strong desire to succeed in a fast-growing company
- Native language must be Norwegian

ayfie offers a competitive base salary commensurate with experience, a performance-based incentive program on existing and new accounts, travel expense reimbursement, training, and a great team of talented people to support our growth initiatives.

For more inquiries, please contact Simen Kortgaard via simen.kortgaard@ayfie.com.