



Position: Key Account Manager - Europe

Department: Sales

Reporting to: European Head of Sales

Location: UK or Europe based – some ability for home-based work, extensive European Travel

Who is ARGUS Software?

ARGUS is the developer of industry standard products including ARGUS Valuation - Capitalisation, ARGUS Developer, ARGUS Valuation - DCF and ARGUS budgeting solutions. ARGUS Software provides solutions and services that enable real estate professionals to better, and consistently, manage the financial and operational performance of their property portfolios and development opportunities. We have over 90,000 users of our software globally and are the market leaders in the provision of forecasting real estate software.

We are the industry standard software provider in the UK and US and already have an established and prestigious client base in Europe. Our clients include major agents/service providers, asset managers, funds, REITS, investors, developers and construction companies globally.

ARGUS Software's headquarters is located in Houston, Texas and we have offices in Singapore, Canada, Australia, the UK and a number of satellite US offices.

Our culture is performance-based and open to anyone who is ready to take on a challenge and see it through!

Position Description

Reporting to the European Head of Sales your main responsibilities will be to develop new relationships with the leading asset managers, funds, appraisers and developers throughout Europe. This will involve cold calling, establishing contacts, building relationships, presenting software with the aid of our support team – both face to face and online. Discussing Requests for Information and working with client teams and our own internal teams (support and product management) to ensure there is a fit for our solutions. Responsibility will be to sell software licences, service plans, associated services, training and consultancy. Much of your time will be developing relationships with key individuals and working with major corporate accounts with a need for multiple licences and services.

We believe in strong business relationships with our clients and expect our sales team to be aware of opportunities through good account management and relationship building. We continue to account manage our clients after the sale is completed. We encourage our team to meet clients and maintain regular communication with them. Through the back up of targeted sales campaigns and strategies, through attending the most relevant exhibitions in Europe and

our excellent reputation, we do generate a good percentage of our business through inbound sales leads and existing clients.

Territory

We will work closely with you to identify the priorities within Europe and establish a format for introducing ARGUS Software within a specific client base/country/sector. In the main, and over time, your responsibility will encompass a number of countries in Europe for new business growth. You will be given established/existing clients and prospects to account manage within your Territory. We see significant opportunities in Europe and your role is seen as pivotal to growing our market presence and has our total commitment.

Responsibilities:

- Sales activity will include Software licence sales of all our products, implementation consultancy, services, certification, training and annual service plan cover
- To take full responsibility for an existing and prospective client base – to reach and achieve revenue objectives and targets within those accounts.
- Cold call to identify new business opportunities and be responsible for closing this business as well as maintaining ongoing relationships to identify cross selling opportunities. We envisage your target audience to be at CTO and Business Director level in most instances.
- Qualify inbound calls, requirements and marketing leads ensuring all are registered in our global corporate system
- Work with your peer group in the UK and our international teams on global accounts where appropriate
- Preparation of all quotations and proposals and working with the internal teams to ensure software is delivered, training and services organized
- Work with a pre-sales team to organise and be involved with all on line and face to face presentations
- Ensure your personal knowledge of our products is up to date and that you are able to provide this information to clients and prospects as required.
- To attend exhibitions throughout Europe as required
- To be articulate, numerate and professionally presented
- Able to forecast sales and opportunities accurately and report the same on a weekly basis
- Use of Outlook, Word and Excel forms part of this role as does our internal CRM system NetSuite.

Required Skills:

- A proven sales background or a proven real estate background – preferably both
- Familiar with working at Board level within corporate accounts
- Client driven and focused
- Business awareness is crucial to position our products and services correctly
- Flexibility, prepared to work long hours on certain days, an achiever and a self motivator
- Able to travel throughout Europe as required

- Able to build relationships internally and externally working with ARGUS teams in UK and US
- To work as part of a team on global enterprise level accounts
- Good communication skills – telephone/email/proposals.
- Excellent written English and the ability to represent ARGUS professionally at all times
- European languages is a strong advantage

The Package:

Salary: Subject to experience; uncapped commission based on performance

Benefit/Pensions: Free Company Health Care, following a 3 month probationary period.

Stake Holder pension Scheme (Standard Life) available, with 5% company contribution, after same time period.

Holidays: 27 days holiday after a 3 month probationary period.

Hours of work: 9.00am to 5.30pm. Monday to Friday.

Location: Currently NW London, Mill Hill but moving to central London October 2011. The role can be partially home based or based in Continental Europe.

Initial terms : 3 months probationary period, during which the candidate will not be eligible for holiday pay.

How to Apply:

Please send a cover letter specifying position of interest along with your CV to vmorris@argussoftware.com and recruitment@argussoftware.com.