



Autobooks works hard to make small business banking simple. Through our partnerships with banks and credit unions, small business owners have access to a modern suite that makes business banking easier.

When you join Autobooks, you're joining a team dedicated to small business growth. We want your ideas, passion, and experience to continue improving what we offer.

Our downtown Detroit HQ is in the vibrant Madison building, named one of the World's Coolest Offices by Inc. Magazine. Autobooks also has a growing presence in Texas with a satellite office in Austin; and offers flexible, remote work environments for certain roles.

Ready to help change what it means to do small business? Let's talk.

### **The Role: Key Account Director (Financial Institutions of=\$20B)**

At Autobooks, the Key Account Director will attain and exceed assigned sales and revenue maintenance and growth targets within designated accounts/ territories. This role exists to protect Autobooks' revenue and grow our 'solution footprint' while cultivating new revenue opportunities.

We are looking for someone who can demonstrate their ability to achieve high levels of account engagement, specifically by building trust and cultivating executive C- level relationships within assigned accounts.

You will develop and execute Strategic Account Plans by gathering comprehensive insights leading to successful revenue retention and continued growth, within specified territory.

### **What you bring to the role:**

- Clear and demonstrable experience successfully managing relationships and growing revenue with large financial institutions (\$20 billion and larger)
- Strong relationship building, listening and persuasion skills with a long-term proven track-record of achieving account growth targets
- Ability to demonstrate persistence, high-energy, proactive approach to overcome adversity, obstacles, solve problems, to 'navigate forward' in order to find solutions even thru adversity.
- Hands-on operator within a team environment while also able to command the respect of the entire company through leadership, intelligence, hard work, presence, and empathy
- Strong communication skills: able to bring back the 'voice of the customer' and engage thoughtfully with product teams and other strategic team members within Autobooks
- Ability to craft, distill and deliver powerful messages that convey meaning and value to our team and our clients
- Proven track record in identifying, negotiating, & execution to closure, specific to selling complex multi-million-dollar software and services to large diversified financial institutions
- Ability to establish extensive in-depth understanding of the client's strategy, and coordination of a high touch relationship between Autobooks' Executives and the Sr. C-Level Executives with specified territory
- Pro-actively keeps up to date on market developments, noting relevant competitor activity, including competitive product usage, and identifying future Autobooks opportunities within the account and being aware of other proposals in progress throughout the account

**Required Experience/Skills:**

- Minimum 10-15 years of successful account leadership experience in the financial services industry (experience in payments, or merchant acquiring preferred)
- Extensive client service and selling experience with a proven track record of results - especially within the software and services sector
- Demonstrated achievement of increased results and client growth, diversity of business customer, and higher-level customer interface
- Well versed in sales effectiveness techniques and strategies
- Minimum Bachelor's degree, advanced degree preferred

**Other Requirements:**

- Familiarity with MS Office products
- Familiarity with project planning tools
- Ability to travel by air and/or car up to 15%

**Job Type:**

- Full Time

**Job Location:**

- Detroit, MI

A flexible, entrepreneurial work environment and team atmosphere makes this a great place to work. Please provide a complete resume and work history detailing your qualifications and experience to [careers@autobooks.co](mailto:careers@autobooks.co) and indicate "Key Account Director" as the subject. To learn more about us, visit [www.autobooks.co](http://www.autobooks.co).