



**Job title: Sales Executive**

**Company: IAME Ltd**

**Position: Full-time, permanent**

**Location: UK (remote work)**

**Reports to: Managing Director**

**About IAM Experts:**

IAM Experts is a leading consultancy firm that provides professional services in Identity Access Management (IAM) to organisations worldwide. With over 16 years of industry recognition, we are committed to delivering expertise and dedication to every project. Collaborating with established leaders and emerging vendors, we stay ahead through continuous technology watch. Operating across three continents with offices in the UK, France, India, and South Africa, our diverse team is proficient in 5+ languages, supporting clients globally. We take pride in our international reputation and rely on the support of over 350 valued consultants in the IAM space. In our dynamic environment, we promote open communication, respect, trust, and ongoing improvement.

We are seeking a highly motivated and results-driven Sales Executive to join our consultancy team in the Identity and Access Management (IAM) sector. This is a "hunter" role where you will be responsible for actively hunting new business opportunities, qualifying leads, and acquiring new clients. As part of a consultancy, you will work closely with a range of IAM technology vendors and partners to offer tailored solutions that meet the unique needs of your clients. The ideal candidate will have a minimum of 3 years' experience in sales (hunting) with key accounts or large enterprises, in the technology consulting sector, ideally within IAM or Cybersecurity.

**JOB DESCRIPTION**

<b>ROLE PERFORMANCE</b>	
<b>Key Responsibilities</b>	<b>Key Activities</b>
<b>New Business Acquisition</b>	Actively seek and engage with potential clients in the IAM sector, especially key accounts or large enterprises. Utilise a variety of strategies, including cold calling, digital outreach, networking, and referrals to generate new business opportunities.
<b>Lead Qualification &amp; Prospecting</b>	Work closely with the SDR and the Marketing team to qualify and assess potential leads to ensure they align with our ideal client profile. Conduct research to identify high potential

	opportunities within large organisations and qualify them for the sales pipeline.
<b>Consultative Selling</b>	Work closely with prospective clients to understand their specific IAM needs, security challenges, and business requirements. Recommend tailored IAM solutions from our trusted vendor partners to address their pain points and drive business value.
<b>Sales Process Management</b>	Manage the end-to-end sales cycle for new business acquisition, from lead qualification and proposal development to negotiation and closing.
<b>Negotiation &amp; Deal Closure</b>	Lead contract negotiations and ensure the seamless closure of deals. Align solutions with both the client's needs and the capabilities of our technology partners, ensuring successful long-term engagements.
<b>Reporting &amp; Tracking</b>	Keep detailed records of all sales activities, lead interactions, and outcomes. Provide regular updates to management on sales progress, pipeline status, and new business acquisition targets in our CRM solution.
<b>Collaboration with Internal Teams</b>	Work hand-in-hand with the SDR team and the Marketing team to support lead generation and qualification. Additionally, collaborate with internal teams, including pre-sales and post sales, to ensure a smooth transition for clients once deals are closed.

<b>Knowledge &amp; Experience</b>	
	<ul style="list-style-type: none"> <li>• A minimum of 3 years of experience in hunting and acquiring new business, particularly with key accounts or large enterprises in the IAM, cybersecurity, or technology consulting sectors.</li> <li>• Proven success in lead qualification, identifying high-potential opportunities, and driving business growth.</li> <li>• Experience using CRM systems (e.g., Salesforce, HubSpot) to manage and track leads, opportunities, and sales progress.</li> </ul>

- Strong organisational skills and the ability to manage multiple opportunities simultaneously.
- A bachelor’s degree in business, Computer Science, or a related field (preferred). An MBA or advanced degree is a plus.
- Willingness to travel.

### Skills

- Self-motivated and comfortable working independently to drive new business acquisition.
- Goal-oriented with a strong focus on meeting and exceeding targets.
- Excellent communication, presentation, and negotiation skills, with the ability to engage decision-makers at all levels within large, complex organisations.

### Key Competencies

<b>Consultative Selling &amp; Business Development</b>	<ul style="list-style-type: none"> <li>• Expertise in solution selling within complex enterprise environments</li> <li>• Proven ability to build, manage, and close high-value sales pipelines</li> </ul>
<b>Stakeholder Engagement &amp; Influence</b>	<ul style="list-style-type: none"> <li>• Ability to engage and influence C-level and senior technical stakeholders (CIO, CISO, IT leadership)</li> <li>• Skilled at articulating business value, ROI, and strategic impact of IAM initiatives</li> </ul>
<b>Communication &amp; Presentation Skills</b>	<ul style="list-style-type: none"> <li>• Excellent executive storytelling, presentation, and communication abilities</li> <li>• Strong capability to simplify complex topics for diverse audiences</li> </ul>
<b>Resilience &amp; Collaboration</b>	<ul style="list-style-type: none"> <li>• Results-driven, persistent in long, complex sales cycles</li> <li>• Effective team player, collaborating with internal consultants, pre-sales, and external partners</li> </ul>
<b>Bonus: Learning Agility</b>	<ul style="list-style-type: none"> <li>• High adaptability and commitment to staying current with evolving IAM technologies, cybersecurity trends, and regulatory requirements</li> </ul>

**What We Offer:**

- Opportunity to be at the forefront of a rapidly growing consultancy in the IAM space.
- Competitive salary and commission structure based on successful new business acquisition.
- Work with leading IAM technology vendors to provide the best solutions for clients.
- Opportunities for career progression and professional development within a supportive, collaborative environment.
- Engaging and supportive company culture.
- 28 days holiday plus UK bank holidays.
- Private Medical Healthcare – upon probation pass.
- Remote working (with 1 day in the office per month).

**Contact:**

If you want to be part of our dynamic and talented team, please submit your CV and cover letter outlining your experience to [careers@iamexperts.org](mailto:careers@iamexperts.org).

Applications will be reviewed on a rolling basis until the position is filled. IAM Experts is an equal opportunity employer and values respect, diversity, inclusivity, and fairness in the workplace.