

We are helping fight financial crime.  
in the cloud.  
all over the world.  
using AI.  
Come and join us to make a difference.

[neterium.io/jobs](https://neterium.io/jobs)

## About us

Fighting financial crime (e.g., terrorism financing, money laundering, human trafficking) is of paramount importance. International regulations require all financial service providers to implement financial crime compliance programs, and fines for breaches of compliance are extremely high.

Our ambition is to become a global leader in Financial Crime Compliance, offering advanced technology solutions to international clients and an attractive working environment for top talents.

**We are looking for a Senior Enterprise Account Executive** to join our fast-growing team. Reporting to the Chief Commercial Officer, your role is key to drive Neterium's revenue growth by **managing the sales process and maintaining robust relationships with new and existing large accounts, ensuring clients satisfaction**. You will work closely with all the teams to gain knowledge in all aspects of the financial crime prevention business.

## Your responsibilities

- Negotiate and close sales opportunities for enterprise-level clients
- Build strong connections with sponsors, influencers and decision makers
- Create and nurture relationships with clients' key stakeholders
- Provide excellent service and support to ensure client satisfaction and retention
- Work with product specialists to address customer requirements
- Maintain good knowledge of Neterium's market landscape

## Your skills and experience

- Demonstrated success in closing and managing complex large-scale technology projects, ideally for SaaS solutions
- Extensive experience working with enterprise clients
- Exceptional negotiation skills; experience in contract negotiation a plus
- Proficient in building and developing client relationships
- Experience in selling into financial institutions and knowledge of FCC domain a plus
- Aptitude for understanding technologies, AI and cloud environments
- Proven track record of thriving in a fast paced and dynamic sales environment
- Operational resilience and security mindset
- Fluent in both written and spoken English
- **Mandatory:** Minimum 10+ years of experience leading complex software sales in an international B2B environment

## What we offer

- The agile and fast-moving environment of an international startup
- The ability to meaningfully contribute to the global fight against financial crime
- Compelling salary package
- Remote working role based in Europe

## How to apply

Please send a mail to [jobs@neterium.io](mailto:jobs@neterium.io) or contact Florence Vicentini via LinkedIn.  
You can also apply directly from our web site at [www.neterium.io/jobs](https://www.neterium.io/jobs)