

# Account Executive (Sales) - Automotive SaaS

**Location:** UK-based, 2 days/week in London office + travel

*\*open to remote hire based on location*

## About TekCor4

At TekCor4, we're transforming the automotive industry with cutting-edge data and marketing solutions. We empower UK dealer groups and OEMs to maximise aftersales revenue, improve customer retention, and make smarter business decisions through predictive analytics and automation.

## The Opportunity

We're hiring an Account Executive to build relationships with dealer groups across the UK. This isn't traditional sales—you'll be a consultative partner with deep automotive aftersales knowledge, using your industry expertise to help dealers solve real operational challenges. You'll work with a focused set of dealer groups, helping them unlock value through our data, marketing, and retention solutions. This is a relationship-building role for someone who thrives on understanding complex businesses and creating long-term partnerships.

## What You'll Do

### Build Strategic Partnerships

- Work with a focused portfolio of dealer groups to understand their aftersales challenges
- Guide dealers through adopting solutions that improve workshop efficiency and customer retention
- Build trusted relationships with aftersales directors, service managers, and operational leads
- Create warm pathways into new departments and decision-makers within dealer groups

### Consultative Selling

- Position TekCor4 as a strategic partner who understands their business
- Conduct thorough discovery to uncover operational gaps and revenue opportunities
- Demonstrate how our solutions deliver measurable business outcomes
- Navigate conversations across multiple stakeholders (aftersales, marketing, operations, IT)

### Pipeline Management & Discipline

- Use HubSpot to manage relationships, track activity, and maintain visibility
- Apply structured sales methodology (MEDDIC, SPIN, or similar)
- Continuously test and improve your approach
- Collaborate closely with Field Consultants, Product, and Delivery teams

### Leverage Your Network

- Use your automotive relationships to accelerate conversations
- Build credibility through industry expertise and aftersales insight
- Warm introductions over cold outreach

## What You Bring

### Must-Haves:

- **Automotive experience:** 3-5+ years in aftersales dealer or OEM environments with understanding of DMS systems, aftersales KPIs, and workshop operations
- **Proven B2B track record:** Ideally in SaaS, data solutions, or automotive technology with experience exceeding targets in high-autonomy environments
- **Strong UK automotive network:** Especially in aftersales/service, with experience working with dealer groups
- **Relationship-focused:** You build trust through understanding customer challenges, not pushing products
- **Self-starter:** High accountability, problem-solving mindset, resourceful
- **CRM discipline:** Comfortable with HubSpot or similar tools

#### **Success Profile:**

- Entrepreneurial and adaptable (we're growing fast, things evolve)
- Curious and coachable (always learning, always improving)
- Resilient and patient (building partnerships takes time)
- Team player who collaborates well across Product, Customer Success, and Delivery

#### **Compensation & Benefits**

- **Compensation:** Competitive base salary with performance-based commission structure and ramp support in your first year
- **Generous benefits:** 25 days annual leave, up to 6% pension scheme contribution from the company and other benefits like private medical insurance.

#### **Why Join TekCor4?**

- **Impact:** Build long-term partnerships with dealer groups and shape how they approach aftersales
- **Growth:** Progression pathway as the company scales
- **Autonomy:** High trust—we hire experienced professionals and let them work
- **Team:** Collaborate with experienced automotive and SaaS professionals who know the industry
- **Product:** Best-in-class data and marketing solutions that dealers genuinely value

Apply via <https://www.linkedin.com/jobs/view/4334168189/>  
or email [careers@tekcor4.com](mailto:careers@tekcor4.com)