

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

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or email careers@tekcor4.com