

Head of International Accounts, NTI Group

Værløse

About NTI Group

NTI Group is a leading digital solutions partner operating in 13 countries. With deep industry expertise across Manufacturing, Building & Construction, and Media & Entertainment, NTI delivers value-adding digitalization services and software solutions. We work closely with Autodesk and other strategic partners to help our clients innovate and grow globally.

Position summary

The **Head of International Accounts (IAM)** will lead NTI Group's strategic efforts across high-potential international clients. This new and pivotal role involves driving commercial plans, building international account pipelines, and coordinating sales strategies through cross-functional and cross-country collaboration.

The IAM will serve as the central orchestrator of our International Account strategy, aligning local Key Account Managers (KAMs), Country Managers, and Senior Experts across NTI's business units. Additionally, the IAM will act as NTI Group's primary liaison with Autodesk regarding international accounts.

The ideal candidate is a strategic thinker, commercial leader, and collaborative team player who thrives in a cross-cultural, matrixed environment. They bring vision, structure, and a proactive approach to expanding NTI's presence in international markets, while ensuring close cooperation with local teams and partners.

Key responsibilities

Strategic direction

- Lead the development and execution of NTI Group's commercial strategy for International Accounts in close collaboration with local Key Account Managers (KAMs), Country Managers, and the Group Sales Director.

Sales execution

- Spearhead enterprise-level, C-suite sales engagements for large, multinational customers, ensuring NTI's solutions meet high-value client needs.
- Assemble and lead high-performing, cross-functional teams composed of individuals from NTI's international organisation, ensuring the necessary competencies are in place for the seamless execution, successful closing, and effective delivery of complex international deals.

Pipeline management

- Conduct structured business research and qualification processes to evaluate and prioritize high-potential multinational prospects.
- Build, monitor, and grow a dynamic pipeline of International Accounts, ensuring consistent progression and prioritization of opportunities.

Account strategy and expansion

- Develop and coordinate strategic account plans for key international prospects, defining clear success metrics and ensuring ongoing engagement with customer stakeholders to track progress, align objectives, and foster long-term partnerships.
- Drive cross-selling and up-selling NTI's own software and service offerings alongside Autodesk solutions.

Collaboration and project handover

- Ensure the timely transition of accounts post-deal to local Key Account Managers and Customer Success Managers, while coordinating early-stage implementation with Consultancy Managers.
- Creating alignment and collaboration across NTI teams and markets to support customers with the best solution and fit for their needs.

Autodesk liaison

- Act as NTI Group's primary point of contact for Autodesk concerning strategic International Accounts.
- Ensure that NTI's international positioning is clearly represented in Autodesk discussions and partnership development.

Team and capability management

- Assess and ensure the presence of the right competencies across sales and delivery teams to effectively win, close, and execute international deals.
- Support competency development initiatives that strengthen NTI's ability to deliver value at scale in an international context.

Key objectives

1. **Grow NTI's International Account portfolio.** Identify, qualify, and convert high-potential multinational prospects into strategic customers across NTI's international markets.
2. **Expand NTI's business with International Accounts.** Drive cross-border account expansion by promoting NTI's software, services, and Autodesk solutions, increasing customer footprint, solution adoption, and overall account value.
3. **Strengthen strategic customer relationships.** Build long-term partnerships with key international stakeholders by delivering tailored value, maintaining strong engagement, and aligning on customers' strategic goals.
4. **Enhance cross-border collaboration and execution.** Ensure effective coordination and communication across NTI countries and teams, fostering high-performing, cross-functional teams to win and deliver complex deals.
5. **Serve as the central point of contact for Autodesk on international accounts.** Aligning joint strategies and securing support for NTI's international growth initiatives.

Qualifications and experience

Education

- Bachelor's degree in business administration, Engineering, or a related field (Master's preferred).

Experience

- 8+ years in strategic account management or international sales leadership.
- Proven track record of developing and executing account strategies for multinational clients across EMEA.
- Experience in coordinating international teams and managing complex stakeholder environments.
- Familiarity with Autodesk solutions and ecosystem

Skills

- Strong leadership and cross-cultural communication skills.
- Strategic mindset with excellent execution capabilities.
- Strong commercial acumen with a focus on value-based selling.
- Comfortable with frequent international travel.

Why Join NTI Group?

At NTI Group, you'll work with top-tier experts, market-leading tools, and cutting-edge clients across the world. We offer a dynamic, forward-thinking environment where international collaboration and innovation are at the heart of everything we do.