

We are currently seeking an energetic Account Exec (AE). This position is an integral part of the sales and marketing Lead-to-Revenue machine and is the key cog in the relationship between the company and new prospects.

This individual will be a highly motivated, self-starter able to identify and develop relationships and opportunities from multiple sources including prospect lists, discovery and individual research. The primary responsibility is to close new business; engage with leads, qualify the prospect, conduct a demo the product demo (front and back ends), offer recommendations based on use case, and proposal creation to close.

We know you're smart and ambitious, but you'll also:

- Have 2+ years of successful SaaS, or software sales experience.
- Have experience prospecting and managing senior level relationships with large companies.
- Be consultative, a challenger, and creative.
- Have the ability to conduct persuasive presentations.
- Demonstrate negotiation skills with the ability to develop high-value contracts.

What you'll be doing:

- You will be paired up with 2 SDRs and work a designated territory together. The SDRs are responsible for appointment setting for the AE.
- Qualify the prospect.
- Provide an end to end demo - or just enough to qualify and get to the next meeting.
- Create custom branded demo sites for qualified prospects.
- Travel when necessary. (approx. 30% travel)
- Manage all aspects of the opportunity.
- Negotiate terms, manage expectations and ensure successful deployment of campaigns.
- Attend industry shows.

Perks of the job:

- Competitive compensation (based on experience)
- Monthly commissions (no cap)
- Unlimited paid time off per year
- 401k
- Medical, Dental and Vision Insurance

If you're a self-motivated/highly organized salesperson who lives to close deals and exceed sales targets and excels in a startup environment, this is the position for you.