



Account Executive

We are seeking an **Account Executive** to join Confirmation's dynamic team in Brentwood, TN. Our company is growing, and we are looking for ambitious, qualified people to grow our customer base crossing various business verticals such as financial institutions, credit managers, property managers, and insurance companies. The responsibilities include but are not limited to expansion of existing customers through customer success initiatives, adding net new logos to our existing base of clients, and ensuring a high level of client adoption to achieve revenue targets.

Responsibilities

- Create and implement a territory strategy that will achieve defined revenue growth objectives.
- Drive adoption of solution across assigned region by promoting value of solution and developing relationships with multiple stakeholders.
- High volume of customer contacts through phone, email, and scheduled presentations.
- Obtain detailed understanding of product in order to properly demo and present the Confirmation solution to prospective clients.
- Develop and maintain long term relationships with previously signed responders promoting the value of solution, responding timely to inquiries and providing insights on solution that will help client achieve business goals.
- Ensure Salesforce is utilized for all client updates and is the central repository for key client data (prospecting, opportunities, revenue, next steps).
- All other duties as assigned.

Qualifications

- Bachelor's degree preferred.
- 4+ years of direct sales experience. B2B and SaaS sales experience preferred.
- Demonstrated experience conducting online sales presentations and demos.
- Success prospecting, engaging, and adding net new logos as well as expansion of existing customers.
- Excellent verbal and written skills in order to effectively work with various departments and stakeholders across multiple levels.
- The ability to adapt in a fast-paced, rapid growth environment with a "Win as a Team" approach.
- Limited travel required.

Compensation

- Compensation is a competitive combination of base salary and commissions.

About Confirmation

Confirmation is the digital platform and global network trusted by audit firms, banks, law firms, and credit managers to quickly and securely verify financial data. Founded in 2000, Confirmation invented electronic confirmations and reshaped and modernized the audit confirmation process. Today, Confirmation helps nearly 1 million clients across 160 countries confirm more than \$1 trillion in financial data every year. Learn more at Confirmation.com.