



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 Asset Verification base supporting credit managers, mortgage brokers & bank responders. The responsibilities include but are not limited to: expansion of existing customers through customer success initiatives, growing our requestor/responder network, 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 growth and adoption of mortgage re-verification solution across assigned business by promoting value of solution and developing relationships with multi-level stakeholders
- Manage and respond to inbound request from our network of financial institutions looking to adopt the Confirmation solution.
- Contact high volume of customers through phone, email, and online presentations/trainings
- Obtain detailed understanding of product in order to properly demo and present the Confirmation solution to prospective clients
- Develop and maintain long term relationships by promoting the value of solution, responding timely to inquiries and providing insights on solution that will help client achieve business goals
- Ensure Salesforce.com 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
- Ability to adapt in a fast-paced, rapid growth environment with a "Win as a Team" approach

Compensation

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

About Confirmation

Confirmation is the world's leading provider of secure online audit confirmations. Today, more than 16,000 audit firms use Confirmation to send audit confirmation requests to companies, financial institutions and law firms worldwide. For more information, visit [Confirmation.com](https://www.confirmation.com)

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