

Inside Account Executive

We are seeking an **Inside Account Executive** to join Confirmation.com's dynamic team in Brentwood, TN. Our company is growing, and we are looking for ambitious, qualified people to expand our customer base across various business verticals such as financial institutions, credit managers, property managers and insurance companies. The responsibilities include but are not limited to the 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 the solution across an assigned region by promoting the value of the solution and developing relationships with multiple stakeholders
- Contact a high volume of customer contacts through phone, email, and scheduled presentations
- Obtain a detailed understanding of the product to demo and present the Confirmation.com solution to prospective clients properly
- Develop and maintain long-term relationships with previously signed responders promoting the value of the solution, responding timely to inquiries, and providing insights on the solution that will help the client achieve business goals
- Ensure Salesforce.com is utilized for all client updates and is the central repository for client data (prospecting, opportunities, revenue, next steps, etc.)
- All other duties as assigned

Qualifications

- Bachelor's degree required
- 2+ 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 the expansion of existing customers.
- Excellent verbal and written skills to effectively work with various departments and stakeholders across multiple levels
- The ability to adapt to 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.com

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