



Use your passion for environmental sustainability and human health to sell sustainability and transparency at a fast-growing SaaS software startup.

Position

Account Executive – Fort Collins, CO

Why You Matter

The Account Executive is responsible for identifying and closing new customers. This is accomplished through working sales qualified leads and proactively developing new lead sources with the marketing team. Account Executives will research qualified leads, provide demos, develop quotes and close new accounts. This is a quota carrying position where your success will have a direct impact on the overall success of toxnot. This is a unique opportunity to work in an early stage startup with an extremely approachable and knowledgeable senior management team.

What You'll Do

- Prospect and collaborate with our team of Sales Development Representatives to develop your pipeline
- Build and Complete customized online demonstrations and proof of concept campaigns
- Close complex deals involving multiple decision makers and stakeholders

What You'll Bring

- A passion to change the way the world manages harmful chemicals
- 2+ years of quota carrying software or technology sales as an individual contributor, (experience with ACVs of \$10k-\$100k preferred)
- Experience selling to Product Development, Supply Chain, Compliance and/or Sustainability Leaders
- Experience utilizing Internet Resources (i.e. LinkedIn); Social Selling experience preferred
- Report track and manage sales activity in the CRM
- Some Science or Environmental coursework preferred
- Possess the drive to succeed and to participate in the growth of an exciting, fast-paced company

Benefits

- Competitive salary and uncapped commission plan
- Full benefits
- Stock options
- Advancement opportunities only a fast-growing startup can offer

- Awesome Fort Collins location in a LEED Platinum Building with top notch espresso

Why toxnot?

At toxnot, you'll have the chance to make an impact on the products that surround us. toxnot provides chemicals management software to product manufacturers so that they can design safer products, get transparency from their supply chain and report on chemicals to their customers. We've been recognized with numerous awards and serve a variety of customers, including numerous global brands. This is an opportunity to drive change that matters in a fast-growing technology startup.

toxnot, Inc. is an EEO/AA employer. toxnot is an inclusive employer that believes in workplace equality, supports diversity, creates a welcoming environment, and respects the unique qualities each individual brings to the company.