

ASCRIBE SALES ACCOUNT EXECUTIVE

If you are interested in this role, please send your resume to Bill Griffin at bill.griffin@goascribe.com

COMPANY OVERVIEW:

Ascribe is the leading provider of technology solutions which categorize and analyze open-ended textual comments quickly and easily, reducing analysis time and increasing productivity. Trusted by the industry's largest market research firms and corporate research clients for over 20 years, Ascribe's software solutions process millions of comments every week from a variety of sources such as customer reviews, social media comments, market research studies and employee surveys. While our software is powered by the most advanced AI, machine learning and NLP, we know our business is powered by the strong relationships we build with our customers and our focus on helping them deliver their business goals.

POSITION OVERVIEW:

The company seeks a technically astute, high-performance account executive adept at executing winning sales initiatives to accelerate profitable revenue growth. S/he will have responsibility for hunting for new business, managing a sales pipeline and driving all sales activities toward expected results through new business development. The Account Executive (AE) reports to VP of Sales. S/he is responsible for positioning, packaging and selling the products and services into the Customer Experience and Market Research industries.

PREFERRED PROFILE:

The successful candidate will have the following qualifications:

- 7-10 years proven experience selling SaaS software/business solutions
- Proven business development (hunting) and sales results in large corporate clients
- Expertise in driving sales pipeline to meet sales targets and revenue growth
- Experience required on the following:
 - Managing sales from opportunity identification to a pipeline and implementation
 - Managing a relationship-based SaaS sales process
 - Identifying and selling \$10- 250k deals
- Experience with CRM systems (salesforce.com) is preferred
- Strong written and verbal communication skills with the ability to create, document, and present proposals & software demonstrations to prospective clients
- Must possess experience at presenting and leading meetings with senior executives
- Understand diverse business units and develop/drive strategic initiatives, value propositions and compelling proposals
- Effective sales negotiation and closing skills
- BS/BA degree from an accredited university with a degree in business/finance economics, engineering, marketing or mathematics. An MBA is a plus.
- Prior experience in Market Research and or Voice of the Customer/Customer Experience Management programs is essential.
- Strong analytical aptitude.

Personal Attributes

- Relationship based selling attitude.
- Entrepreneurial and ambitious coupled with a friendly professional behavior, as well as personal integrity.
- Goal- and detail-oriented with a commitment to provide excellent quality. Work in a team environment. Attention to detail.
- Sense of urgency and service-orientation both internally and externally; strong customer service skills.

- Ability to add value through creativity and independent thinking.
- Intellectual curiosity, initiative, resourcefulness, and tact.
- Good questioning and listening skills.
- Able to work effectively with team members and commitment to the highest degree of ethics and integrity in all relationships.
- Desire to “go the extra mile” for your teammates, clients and prospects.
- Able to be self-sufficient and comfortable working in a small business environment.
- Be a “Results Oriented Problem Solver.”

RESPONSIBILITIES:

- Responsible for bringing in new logo clients in their territory through networking, prospecting, and relationship building
- Be the single point-of-contact for all new Client activity
- Own a substantial sales/ revenue target
- Represent the company at all executive-level forums/conferences within the territory
- Understand the technology of the product offering and be able to craft solutions and demonstrate to clients
- Perform business development activities to maintaining a funnel of 3-5 times the sales goals
- Accurately complete monthly business and forecasting activities

LOCATION: Remote