

# Enterprise Account Executive

## Description

As an Enterprise Account Executive at Crowdbotics, you will play a crucial role in driving business growth by cultivating and expanding relationships with our clients. You will be responsible for managing key accounts in the fortune 100, understanding their unique needs, and ensuring the successful delivery of Crowdbotics' solutions. This role requires a strategic thinker with strong communication skills, a deep understanding of the software development industry, and a proven track record of successfully managing client relationships.

**Responsibilities:**

- SaaS Sales Experience:** The candidate should have a solid background in selling SaaS solutions, ideally within the technology sector. They should be familiar with the SaaS sales cycle, subscription-based pricing models, and strategies for driving customer adoption and retention.
- Technical Acumen:** Given the nature of the role, the candidate should have strong technical knowledge and the ability to understand complex software solutions and software development lifecycle. This includes understanding the technical architecture of the SaaS product they are selling, as well as being able to communicate its value proposition effectively to technical and non-technical stakeholders alike.
- Partnership Management:** Experience in working with partners is crucial, especially if the candidate will be co-selling with Microsoft and other technology partners. They should have a proven track record of building and nurturing strategic partnerships, collaborating on go-to-market strategies, and driving joint sales initiatives to mutual success.
- Microsoft Partnership:** Specific experience working with Microsoft is highly desirable, given its prominence in the technology industry. This includes familiarity with Microsoft's ecosystem, programs, and sales processes, as well as the ability to leverage Microsoft's resources and channels to drive sales and expand market reach.
- Sales Skills:** Strong sales skills are essential, including prospecting, lead qualification, negotiation, and closing deals. The candidate should be adept at building relationships with customers and partners, identifying their needs, and positioning the SaaS solution as the best-fit solution to address those needs.
- Communication and Presentation:** Effective communication and presentation skills are critical for articulating the value proposition of the SaaS solution, conducting product demonstrations, and delivering compelling sales pitches to both technical and non-technical audiences.
- Adaptability and Problem-Solving:** The technology landscape is constantly evolving, so the candidate should be adaptable and capable of staying abreast of industry trends, competitor offerings, and changes in customer preferences. They should also be adept at problem-solving and overcoming objections during the sales process.
- Results-Driven Mentality:** Ultimately, the candidate should be results-oriented, with a track record of exceeding sales targets, driving revenue growth, and delivering value to customers and partners.

**Qualifications:**

- Proven track record of 10+ years in a client-facing role, preferably in SaaS sales or Account Executive positions.
- Strong understanding of the software development industry and project management principles.
- Excellent communication, negotiation, and presentation skills.
- Ability to develop innovative solutions to meet client needs and exceed sales targets.
- Expertise in SaaS sales, including a deep understanding of the sales cycle, subscription-based pricing models, and customer adoption strategies.
- Proven ability to build and nurture strategic partnerships, especially with technology partners like Microsoft.
- Familiarity with Microsoft's ecosystem, programs, and sales processes is highly desirable.
- Strong sales skills including prospecting, lead qualification, negotiation, and closing deals.
- Adaptability and problem-solving skills in a fast-paced, evolving technology landscape.
- Bonus attributes: Remote work experience (especially in a Slack-forward or other chat-based workspace). Web Development or CS background (especially, Django, React, React Native, Bootstrap). Understanding of the

## Hiring organization

Crowdbotics

## Job Location

Berkeley, California, United States

## Base Salary

\$ 60000 - \$ 110000

## Date posted

April 23, 2024

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## **Contacts**

Job listing via [RemoteOK.com](https://www.RemoteOK.com)