

## Enterprise Account Executive

### Description

Maven is looking for an exceptional and experienced Account Executive to join our Employer Sales team. In this role, you will drive the end-to-end sales process for mid-sized and large employers by creating market demand, developing prospect and buyer level strategies, and architecting deals and contract terms that are credible and exciting to prospects, drive revenue, and position Maven to scale. As an Enterprise Account Executive at Maven, you will:

- Create market demand by evangelizing Maven's voice with passion, credibility and the effective use of data
- Develop a detailed plan for meeting your individual targets
- Drive a robust and high-quality pipeline for your territory through individual outreach as well as a close working partnership with our Sales Development and Channel teams
- Use creativity and relentless persistence to secure meetings with HR buyers – ranging from C-level audiences to regionally focused contacts

Position Maven's value proposition effectively based on a solid understanding of the competitive landscape, technology, and individual buyer needs

Expertly assess buyers (decision makers, influencers and champions); building persona-appropriate approaches to bring value to each interaction

Drive and achieve sales goals, including management of the entire end-to-end sales process

We're looking for you to bring:

- 5+ years of experience in a direct sales role, with no less than 2 years of experience selling into HR or similar functions within large employers (>10K employees)
- Exceptional sales performance history (quota achievement, forecasting, etc) that can be confirmed through documentation and references who will validate record of success and level of contribution
- Experience leading end-to-end sales processes for complex deals
- Excellent presentation skills
- Ability to travel within territory ~25% of the month
- Strong organizational skills; including detailed management of deals in Salesforce and coordination of follow-up to prospects
- Detailed knowledge of healthcare system / digital health space including industry and competitive trends
- Growth mindset that thrives in a fast-paced start-up environment
- Insatiable appetite for success

For candidates in NY, CA, or CO the base salary range for this role is \$115,000 – \$135,000 per year. You will also be entitled to earn commission, and receive stock options, and benefits. Individual pay decisions are based on a number of factors, including qualifications for the role, experience level, and skillset. Please mention the word **\*\*CLEANER\*\*** and tag `RMzUuMjM1LjEwNy40Mg==` when applying to show you read the job post completely (`#RMzUuMjM1LjEwNy40Mg==`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

### Contacts

Job listing via RemoteOK.com

### Hiring organization

Maven Clinic

### Job Location

Seattle, Washington, United States

### Base Salary

\$ 95000 - \$ 145000

### Date posted

April 28, 2024

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