

Senior Account Executive

Description

Your next career: As a Senior Account Executive, you will be responsible for identifying, engaging and closing strategic customers who will use fabricâ€™s Commerce Platform and Order Management System (â€™OMSâ€™) to grow their businesses. Youâ€™ll be involved in identifying strategic new customers, designing our go-to-market, and maximizing our customer value proposition and customer experience. You will be directly responsible for building your own pipeline, closing and managing a book of business, and ensuring our strategic platform and OMS customers are set up for long-term success. You are comfortable with C-suite decision makers, proficient in understanding e-commerce and retail businesses, and, above all, relentlessly curious about how we can help our customers use fabricâ€™s technology to improve their businesses. Your responsibilities: - Lead a consultative, end-to-end sales process for new strategic customers- Articulate and demonstrate fabricâ€™s value proposition- Lead complex conversations with retail executives, operators, and developers - Understand the customerâ€™s business & technical challenges, and identify how fabric can solve them - Create and refine go-to-market playbook- Regularly iterate messaging that will scale our outbound prospecting engine- Regularly partner with Marketing for lead generation and qualification - Regularly partner with Product, Solution Engineering, Engineering, and LeadershipWhat you bring to the table:- 5+ yrs of previous SAAS B2B Sales experience in a quota-carrying, closing role- 3+ yrs of eCommerce experience a required- Experience building a book of business from scratch and secure strategic customers and referrals - Proven ability to close large multi-year software subscription deals- Track record of >100% quota attainment- Experience with MEDDPIC sales methodology- Experienced in selling transformation/visionary solutions- Fluent in complex technology conversations- A self-starter who thrives in a fast-paced, high-growth startup environment- Relentless passion for helping customers grow their businesses - Creative, resourceful, detail-oriented, and well-organized- Team player mindsetThe base salary for this role will be between CAD 130K to 170K + commission nn\$135,000 - \$180,000 a yearAdditional Information: This role will receive a competitive salary, along with a variable compensation package, equity and benefits. A variety of factors are considered when determining someone's compensation - including your professional background, experience, and location. Final offer amounts may vary from the amounts listed below.nPlease mention the word ****REFRESHING**** and tag RMzUuMjlxLjI0LjIwMQ== when applying to show you read the job post completely (#RMzUuMjlxLjI0LjIwMQ==). 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

fabric

Job Location

Vancouver or Toronto

Base Salary

\$ 60000 - \$ 110000

Date posted

May 4, 2024

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