

Account Manager Gusto Pro Sales

Description

The Channel Sales team is growing and we are excited to hire the next members in a variety of locations across the country. Weâ€™re seeking sales professionals with a track record of success in achieving new-business and growing a current book of business. The ideal candidate will be driven, organized, and display a natural ability to build rapport and trust. Weâ€™re looking for that perfect blend of sales drive coupled with a customer-service mentality that will help us create loyal, happy partners. Gusto partners with Accountants whose customers are small business owners. You will work with accounting firms to onboard their entire book of business. Itâ€™s your job to understand an accountant partner's needs and the needs of their clients in order to properly convey Gustoâ€™s value proposition delivered through the partnership. Youâ€™ll manage the ongoing relationship with each new accountant you bring onboard while continuing to work to add new accountants to your growing book of business. Our mission is to create a world where work empowers a better life, and it starts right here at Gusto. Thatâ€™s why weâ€™re committed to building a collaborative and inclusive workplace, both physically and virtually. Learn more about our Total Rewards philosophy. Hereâ€™s what youâ€™ll do: Manage a high volume book of business and build strong, long-lasting relationships with accounting partners to grow their client base on Gusto. On average, youâ€™ll manage 80-120 accounting partners. Engage and ramp relationships with existing accounting partners through a high velocity consultative sales process where you will average interacting with 200+ clients per quarter. Keep accounting partners & all active contacts up to date on new product developments & best practices to get the most out of the Gusto People Platform as well as advocating for their needs to inform Gustoâ€™s roadmap Penetrate the accounting firm by convincing additional accountants to join, influencing additional client adds, and even getting the firm to adopt Gusto internally Win new business in competitive sales against the industryâ€™s incumbent players, averaging around 200 new adds per quarter Construct, forecast, and manage your sales pipeline to meet company goals Leverage People Advisory and Certification to deepen strategic partnerships Deliver comprehensive product demos and answer technical inquiries Contribute accurate records and notes to a team-wide CRM Hereâ€™s what weâ€™re looking for: 5+ years of professional experience in a sales role 2+ years of experience managing a book of business and carrying a quota, preferably focusing on net-new acquisitions Previous experience working in any one of the following areas is required: Experience selling subscription based software technologies (SaaS), other software products, and/or financial services products Experience working with Small Businesses Experience working with channel and reseller sales partnerships, preferably within the accounting space Top-performer with a track record of consistently exceeding quota in a high volume and high velocity environment for the majority of your career A consummate team player who enjoys wearing multiple hats and inspiring everyone around you to do great work A builder who is excited to help shape the foundation for the Gusto Pro Sales team Our cash compensation amount for this role is targeted between \$102,000 OTE to \$125,000 OTE in Denver and most remote locations. Final offer amounts are determined by multiple factors including candidate experience and expertise and may vary from the amounts listed above. Please mention the word ****FREED**** and tag `RMTA3LjE3OC4yMzkuMjA5` when applying to show you read the job post completely (`#RMTA3LjE3OC4yMzkuMjA5`). 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.

Hiring organization

Gusto, Inc.

Job Location

Detroit, Michigan, United States

Base Salary

\$ 45000 - \$ 90000

Date posted

May 17, 2024

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Contacts

Job listing via RemoteOK.com