

Account Executive

Description

Introduction to Demandbase: Demandbase helps B2B companies hit their revenue goals using fewer resources. How? By using the power of AI to identify and engage the accounts and buying groups most likely to purchase. Our account-based technology unites sales and marketing teams around insights that you can understand and facilitates quick actions across systems and channels to deliver big wins. It's flexible, scalable ABM built for you. As a company, we prioritize both the advancement of careers and the development of world-class technology. We invest heavily in people, our culture, and the communities around us. We have offices strategically located in San Francisco and New York in the US, and Hyderabad, in India and we embrace a hybrid work model in these regions. Outside of these areas we offer a remote work option and boast a significant presence in Austin, TX, Atlanta, GA, and London, UK. Continuously lauded as a great place to work, we are Great Place to Work Certified, and have earned distinctions such as "Fortune's Best Workplaces in the Bay Area," "Best Workplaces in Technology," "Best Workplaces for Millennials," and "Best Workplaces for Parents"! We're committed to attracting, developing, retaining, and promoting a diverse workforce. By ensuring that every Demandbase employee is able to bring a diversity of talents to work, we're increasingly capable of achieving our mission to transform the way B2B companies go to market. We encourage people from historically underrepresented backgrounds and all walks of life to apply. Come grow with us at Demandbase! About the Role: As a New Business Account Executive at Demandbase, you are a "hunter" responsible for bringing in new business (both SaaS and Advertising clients) from companies typically between \$100m and \$1b+ in revenue. In order to achieve success in this role, you must have experience managing complex, multithreaded sales cycles and selling SaaS solutions to multiple C-Suite stakeholders. What you'll be doing: Close new business for the mid-market accounts in a specific geography delivering subscription revenue against quarterly and annual targets. Apply consultative and value-based sales approach during customer engagements to uncover customer success and ROI opportunities. Build and manage a robust pipeline of new and expanding businesses that will support quarterly and annual goals. Develop accurate forecasts and meticulously manage sales activity in CRM (Salesforce.com experience a plus). Learn the marketing technology domain to understand how Demandbase's technology can be applied to all stages of your customer's sales and marketing operations - attracting, engaging, converting, growing, and retaining accounts. Understand your customer's marketing and advertising strategies to develop the highest impact plan for adopting Demandbase's technology. Interact closely with Demandbase partner sales representatives to ensure our mutual success in the marketplace. Partners include Adobe, Marketo, Eloqua, Salesforce.com, and Google. Strategic Thinking: Systematically solve problems and hypothesizes possible pain points and implicit needs Communication: Tailor communication to the customer's needs with confidence; effectively delivers "memorable" presentations leveraging storytelling skills Networking: Identify the right customer stakeholders and builds connections quickly to drive consensus for deals; works cooperatively with internal team for deal success What we're looking for: 5+ years of new business closing experience in an outbound sales environment. Experience sourcing & selling complex SaaS solutions to senior and C-level executives. Experience selling into Marketing and Sales departments. Experience in the advertising technology space a plus+. Ability to create strategic account plans and manage a complex sales cycle with multiple stakeholders and decision-makers that span across different business lines. Ability to clearly articulate the business value of solutions that target stakeholders' specific goals and challenges. Passion

Hiring organization

Demandbase

Job Location

Remote

Base Salary

\$ 60000 - \$ 110000

Date posted

May 23, 2024

[Apply Now](#)

for customer success with the ability to communicate that passion effectively in person and over the phone. A self-motivated and responsible individual who will represent the company with the highest level of integrity and professionalism. Our Commitment to Diversity, Equity, and Inclusion at Demandbase: At Demandbase, we believe in creating a workplace culture that values and celebrates diversity in all its forms. We recognize that everyone brings unique experiences, perspectives, and identities to the table, and we are committed to building a community where everyone feels valued, respected, and supported. Discrimination of any kind is not tolerated, and we strive to ensure that every individual has an equal opportunity to succeed and grow, regardless of their gender identity, sexual orientation, disability, race, ethnicity, background, marital status, genetic information, education level, veteran status, national origin, or any other protected status. We do not automatically disqualify applicants with criminal records and will consider each applicant on a case-by-case basis. We recognize that not all candidates will have every skill or qualification listed in this job description. If you feel you have the level of experience to be successful in the role, we encourage you to apply! We acknowledge that true diversity and inclusion requires ongoing effort, and we are committed to doing the work required to make our workplace a safe and equitable space for all. Join us in building a community where we can learn from each other, celebrate our differences, and work together. Please mention the word ****APPRECIABLE**** and tag RMy43OS4yNTUuMTM5 when applying to show you read the job post completely (#RMy43OS4yNTUuMTM5). 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