

Account Management Executive

Description

Title: Account Management Executive Tell me about Igloo! One of our core beliefs at Igloo is that people are a company's biggest asset. This philosophy is woven into everything we do at Igloo – our behaviors, our culture, and especially our digital workplace solutions (which we use every day). And that's why we can offer you a superior employee experience that goes beyond superficial perks and promises, and gives you the true sense of purpose you've been waiting for. Igloo's goal is to help people communicate and collaborate in the workplace. This means creating simple but effective workflows to enable people to create content and a delightful experience for consuming and collaborating on it. We need a design leader who fights for the user, sets a high bar for design in all of our products and is a champion for instilling a design culture in our business. Why this role is important: As an Account Management Executive, will be responsible for growing an existing book of business through consultative selling. You're a master at owning the sales cycle from beginning to end, identifying key stakeholders and driving solutions to complex business problems. You will develop, execute and manage the sales strategy and successfully close deals, owning the sales cycle, driving solutions that solve complex challenges for our customers. Working in an environment where our largest competitor is no longer viable and where the market has opened, you understand the value of sales to an organization. The impact you'll have: Sales Execution: Qualify customer leads to maximize revenue and focus sales energy on winnable customer growth, accurately forecast quarterly revenue to meet and exceed targets Close Execution: Manage entire sales cycle process, engage resources as required, perform customer presentations, coordinating product demos, business cases, and ROI's Customer Sales & Relationship Management: Grow existing customer revenue and communicate product value proposition and solution design in collaboration with customer success team to drive product solution growth. Revenue Generation: Effectively articulate Igloo's unique value proposition and tailor offerings to solve business pains and our customer business challenges Lead Sale Campaigns: Proactive approach to managing business and technical relationships for Igloo's customers to increase customer growth Ideal persona: Accountability: Proven closer, you approach your goals with a total ownership mindset Resourcefulness: Solution-focused, you leverage your internal MacGyver and overcome obstacles and turns things into a win Confidence to lead: You possess the knowledge and experience to lead any sales conversation and inspire those around you Hunter & Farmer – you have a strong "hunter" mindset, but you also have the ability and skill to build, nurture and maintain strong relationships with customers Catalyst for growth: If there is something you know, about a product, a process, or an industry, you are not afraid to pass knowledge on to team members Focus on continuous improvement: You learn from every lost deal you've ever had and never repeated the same mistake twice The keys to success: 6+ years' experience selling SaaS products, preferably within social, communication, and collaboration platforms 2+ years' experience in account management Proven track record of exceeding sales targets, vertical quotas as well as measuring customer growth Previous experience migrating customers to a new product and/or selling a new suite of products Experience running the sales cycle within a small and nimble team Strong solution-focused and relationship building skills: Past success working with customers to build business cases and ROI development Excellent account management skills and ability to manage external and internal business priorities Demonstrable experience building influential relationships with C-level and Director level executives. Ability to assess customer challenges, perform qualification, clearly articulate the benefits of our digital

Hiring organization

Igloo Software

Job Location

North America, Remote

Base Salary

\$ 65000 - \$ 120000

Date posted

May 25, 2024

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workplace solution, and ask for the business. Focus on continuous improvement â?? you learn from every lost deal youâ??ve ever had and never repeated the same mistake twice Proven ability to effectively collaborate with cross functional teams Commitment and ability to travel up 25% of your time Experience using CRM system such as Salesforce.com. nWhat we have to offer:We offer a training budget for every employee, health benefits and a wellness spending account, and support a 100% remote work environment. You choose whether you work on a Mac or PC, whatever hardware makes your work easier.If youâ??re looking for a role with the right mix of autonomy and team collaboration, an environment that fosters transparency and trust, a company with seasoned leadership and backed by a leading investment firm, a career with lots of opportunity and room for growth, and a chance to personally influence how organizations work, then we invite you to step inside Igloo.Sound like you? Apply now!Igloo is committed to building and supporting a culture of diversity, inclusion, and accessibility. We hire the best talent regardless of race, color, creed, national origin, ancestry, disability, marital status, age, veteran status, sex, sexual orientation, gender identity, and expression.Igloo welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.Learn more about Igloo Software: <https://www.igloosoftware.com/careers>Please mention the word **AUTHORITATIVE** and tag RMTguMTUzLjc4LjMy when applying to show you read the job post completely (#RMTguMTUzLjc4LjMy). 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

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