

Account Executive K 12 West

Description

The Account Executive will work within the State and Local Government (SLT) Sales Team and focus on new cross-sell sales opportunity creation and win. This role is focused on selling to existing client partners at the local municipality level. They will be responsible for building a market plan, proactive and intentional outreach, and continue through all phases of the sales process culminating in sales win/close. This position is supported by an account specialist team, marketing team, solution consulting team, and technical project managers. Come see the impactful work we've done on communities across the country (and world!): <https://granicus.com/success-stories/> Granicus is a remote first company (this isn't temporary). While we have virtual teams, you have the option for in-office work should you be located near one of our hubs. What your impact will look like: Client partnerships range from small towns, villages, and cities under 140K, to counties under 180K population Develop a comprehensive sales strategy and business plans to up-sell and cross-sell new products and services to existing client partners within their assigned territory Work to identify market trends, best practices, referrals, and new opportunity areas Lead all stages of the sales process from lead generation to win/close From cold calls to sales meetings, demonstrations to negotiation Virtual and face-to-face meetings Conduct initial qualification and discovery to determine client's current environment, potential projects, and challenges and goals to determine how Granicus solutions will help them achieve their goals Use an engaging and penetrating discovery process to flush out true sales opportunities Effectively listen and understand where a prospect is today and where they want to be, then develop a persuasive solution & teach the prospect what they may not have known Teach client about market trends, challenges and issues they did not know existed, and share best practices, all in an effort to develop new sales opportunities Prepare engaging presentations and demonstrations to groups ranging from 1 to 25 stakeholders Work with company resources and teams to leverage knowledge in an effort to successfully lead the sales process Build and cultivate relationships both horizontally and vertically through communications and conducting follow-up communications Use Salesforce.com to track all sales activity properly, keep all contact/lead data accurate, create new opportunities, and move opportunities thru all stages of the sales process from lead to win/close Effectively manage your sales funnel and sales forecasting Monitor and communicate target market information accurately to management Exceed KPIs for daily, weekly, and monthly activity goals for calls, appointments, demonstrations, sales meetings, etc. Develop deep personal expertise and understanding of company solutions Identify opportunities for new solutions or functionality of Granicus software Stay current on industry trends and new or innovative approaches Participate in selected industry activities, organizations/associations, and trade-shows as needed Represent Granicus in a positive manner, foster trust, and reinforce thought leadership Other duties as assigned You will love this job if you have: Proven pattern of success in software sales or highly technical consultative sales to business or government Consistent record of outperforming quota in previous field sales position(s) Successful record of managing a sales funnel with deals valuing between \$10-\$50K of annual recurring revenue Strong understanding of information technology and multiple platforms, and the ability to learn new technologies quickly (LAN/WAN, web design, network security, and Audio/Visual technology) Experience working with various levels of customer leadership teams, from Managers to Directors to C-Level Executives Previous experience with government or parliamentary procedure is a plus Proficient with MS Office product suites Experience using Salesforce.com is a plus, but not required Exceptional communication, presentation, negotiation, closing,

Hiring organization

Granicus

Job Location

United States (Remote)

Base Salary

\$ 60000 - \$ 110000

Date posted

May 25, 2024

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organizational, time management, and teamwork skills Self-motivated and driven to succeed; takes initiative, willing to go the extra mile Ability to problem solve quickly Ability to multi-task and work within a team atmosphere Clear sense of integrity, work ethic, and a sincere interest in building strong relationships that are founded on trust Entrepreneurial spirit n\$65,000 - \$85,000 a yearnSecurity and Privacy RequirementsResponsible for Granicus information security by appropriately preserving the Confidentiality, Integrity, and Availability (CIA) of Granicus information assets in accordance with the company's information security program.Responsible for ensuring the data privacy of our employees and customers, their data, as well as taking all required privacy training in a timely manner, in accordance with company policies. Donâ??t have all the skills/experience mentioned above? At Granicus, we are trying to build diverse, inclusive teams. We do not have degree requirements for most of our roles. If you donâ??t meet every requirement above but are excited to learn more, we encourage you to apply. We might just be able to find another role that could be a perfect fit! The Team- We are a remote-first company with a globally distributed workforce across the United States, Canada, United Kingdom, India, Armenia, Australia, and New Zealand.The Culture- At Granicus, we are building a transparent, inclusive, and safe space for everyone who wants to be a part of our journey.- A few culture highlights include â?? Employee Resource Groups to encourage diverse voices- Coffee with Mark sessions â?? Our employees get to interact with our CEO on very important and sometimes difficult issues ranging from mental health to work-life balance and current affairs. - Microsoft Teams communities focused on wellness, art, furbabies, family, parenting, and more.--- - We bring in special guests from time to time to discuss issues that impact our employee population The Impact- We are proud to serve dynamic organizations around the globe that use our digital solutions to make the world a better place â?? quite literally. We have so many powerful success stories that illustrate how our solutions are impacting the world. See more of our impact here.The Benefits At Granicus, we offer a competitive benefits package that allows employees to tailor benefits to their needs. Benefits listed below are for employees based in the U.S.-Flexible Time Off- Medical (includes an option that is paid 100% by Granicus!), Dental & Vision Insurance- 401(k) plan with matching contribution- Paid Parental Leave- Employer-paid Short and Long Term Disability Insurance, Group Term Life Insurance and AD&D Insurance- Group legal coverage - And more!Granicus is committed to providing equal employment opportunities. All qualified applicants and employees will be considered for employment and advancement without regard to race, color, religion, creed, national origin, ancestry, sex, gender, gender identity, gender expression, physical or mental disability, age, genetic information, sexual or affectional orientation, marital status, status with regard to public assistance, familial status, military or veteran status or any other status protected by applicable law. Please mention the word **PROWESS** and tag RMzUuMjlxLjE0LjEwNw== when applying to show you read the job post completely (#RMzUuMjlxLjE0LjEwNw==). 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](https://www.RemoteOK.com)