

## Account Executive

### Description

As a Account Executive, you will be working on reinforcing our leadership in the mid-market and enterprise space. You should demonstrate skills associated with working in a high-performance sales culture, especially demonstrating pipeline management, lead generation, contact network development and delivering results against a quota. The Account Executive team's charter is to provide the best sales experience possible to Sumo Logic's mid-market and enterprise segment customers. This Sales team has a consultative sales approach, a track record of growing sales, demolishing quotas, and keeping customers happy and wanting to dive more into our product. What You'll Be Working On Target, manage and sell to a defined geographic territory Own the full sales cycle, from prospecting to close, in order to fill Sumo Logic's pipeline Create and deliver accurate sales forecasts Perform product demos using web tools to prospect and customers Partner with internal resources to provide a stellar experience for prospective customers and ensure their needs are being met Your Experience And Skills Should Include 3+ years of quota-carrying experience selling B2B applications; on-demand/SaaS, IT Infrastructure Management or Cloud Security offerings History of quota over-achievement selling to a technical audience like IT operations, Security, and DevOps teams Strong interpersonal and communication skills, collaborative mindset a must Contact network within the Big Data ecosystem, highly preferred Salesforce.com power user Language Requirements: Thai, Bahasa, Cantonese speakers preferred or at least experience working with customers in Thailand, Indonesia, and Hong Kong #LI-REMOTE About Us Sumo Logic, Inc., empowers the people who power modern, digital business. Through its SaaS analytics platform, Sumo Logic enables customers to deliver reliable and secure cloud-native applications. The Sumo Logic Continuous Intelligence Platform helps practitioners and developers ensure application reliability, secure and protect against modern security threats, and gain insights into their cloud infrastructures. Customers around the world rely on Sumo Logic to get powerful real-time analytics and insights across observability and security solutions for their cloud-native applications. For more information, visit [www.sumologic.com](http://www.sumologic.com). Sumo Logic Privacy Policy Please mention the word **\*\*PROMINENT\*\*** and tag `RMzUuMjQ1LjExOS4yNDA=` when applying to show you read the job post completely (`#RMzUuMjQ1LjExOS4yNDA=`). 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

Sumo Logic

### Job Location

Singapore

### Base Salary

\$ 60000 - \$ 107500

### Date posted

May 29, 2024

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