

Commercial Account Executive

Description

About the opportunity Building on the growth already achieved by our US based sales team, weâre looking to grow our Account Executive team throughout North America. As an Account Executive, youâll drive Contentfulâs growth by leading the end-to-end sales process from prospecting to close. Youâll be instrumental in driving new revenue opportunities, customer enablement initiatives and leading a consultative sales process by speaking the language of both professional developers and business leaders. Working in partnership with our Customer Success team, youâll nurture and grow a customer base within North America. As an Account Executive in this critical market, you will be the point of contact for both customers and prospects. Your role is to identify and develop new sales opportunities and grow existing accounts while ensuring customers meet their business objectives with Contentful. What to expect? Position, negotiate, and close new logo and expansion business (\$50-500K ACV) in the North American territory. Meet quarterly and annual sales goals by developing an account strategy and pipeline, managing internal and client processes, maintaining sales reports, developing market and competitor knowledge, delivering presentations to customers, and creating sales proposals. Prospect and develop new business opportunities with existing customers and prospective customers. As part of our Product Lead Growth (PLG) motion it is critical for you to be successful conducting research, identifying key players, qualifying leads to drive new business relationships, then growing value-add relationships with key decision makers by becoming a trusted advisor. Manage RFI/RFQ requests with Contentful internal and customer teams. Refine and evolve our "land-and-expand" model in collaboration with Sales, Partnerships, and Customer Success teams. Seek to understand the digital experience challenges of prospects and current customers while aligning the ROI of Contentful with those challenges to ensure a value based selling approach. Work closely with Sales Engineers and Solution Architects to uncover technical challenges and opportunities, as well as the greater sales ecosystem (including, but not limited to Sales Development Representatives, Account Managers, and Customer Success) to drive new business and retain customers. Develop innovative proposals, position complex pricing structures and negotiate contracts and deal-closing requirements quickly and efficiently. Work closely with Customer Success & Marketing teams to ensure that best practices of Contentful are shared and implemented with the respective customers. Your compensation plan includes Monthly and Annual accelerators for over achievement against your bookings goals. What you need to be successful 4+ years of B2B SaaS sales experience – a minimum of 2 years in a closing role 2+ years of experience successfully selling complex technical software. You embody a true âhunterâ – you have experience generating pipeline and closing new business. Experience with a "land-and-expand" sales model. Experience with a Product Lead Growth sales model. A plus: History of selling complex technical solutions to customers who span distinct divisions (e.g. marketing, IT, sales leadership). History of working closely with Partnerships to drive business. Ability to understand the Contentful API and discuss outcomes with multi-threaded relationships across C-level stakeholders. Highly technical individuals. Excellent oral and written communication and presentation skills. All candidates must align with our company core value of Be Humble, Embody A Growth Mindset, Start With The Customer And Work Backwards, and Strive Together. Willingness to travel (up to 25%). College degree (BA/BS). What's in it for you? Join an ambitious tech company reshaping the way people build digital experiences. Full-time employees receive Stock Options for the opportunity to share in the success of our company. Comprehensive healthcare package covering 100% of monthly health premiums for employees and 85% of costs for your dependents.

Hiring organization

Contentful

Job Location

Phoenix, Arizona, United States

Base Salary

\$ 60000 - \$ 110000

Date posted

May 29, 2024

[Apply Now](#)

Fertility and family building benefits, including a lifetime reimbursable wallet to support your growing family. We value Work-Life balance and You Time! A generous amount of paid time off, including vacation days, sick days, compassion days for loss, education days, and volunteer days Company paid parental leave to care for and focus on your growing family Use your personal annual education budget to improve your skills and grow in your career Enjoy a full range of virtual and in-person events, including workshops, guest speakers, and fun team activities, supporting learning and networking exchange beyond the usual work duties An annual wellbeing stipend to care for your physical, financial, or emotional health A monthly communication stipend and phone hardware upgrade reimbursement. New hire office equipment stipend for hybrid or distributed employees. Get the gear you need to work at your best. This role will need to be conducted in a state in which we are currently registered to do business. #LI-Remote ##LI-SD2Please mention the word **CUSHY** 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](https://www.RemoteOK.com)