

## Account Executive New Logo EMEA

### Description

ABOUT THE ROLE The SMB Expansion Account Executive will be responsible for maintaining present client accounts and upselling existing business through the internet, phone communications, client site visits, and industry trade shows. The Account Executive will work closely with A-LIGN's partner group and the service delivery team to ensure strong relationships are built with the client base. In this role you will be responsible for exemplary communication between the client and A-LIGN to assist with furthering existing business. You will also exhibit strong performance and use best practices to create strong client relationships. REPORTS TO: Director of Sales, Expansion

SMB PAY CLASSIFICATION: Full-Time, Exempt

RESPONSIBILITIES Re-sign assigned book of business annually or as required Generate additional revenue from assigned book of business through increased fees and additional services Scope all of A-LIGN's services lines with excellent understanding and ability Accurate and consistent forecast of monthly sales projections Complete daily Salesforce tasks on time Communicate needs of the client to the service delivery team Build a strong partner relationship with current clients

MINIMUM QUALIFICATIONSEXPERIENCE Experience conducting audits against standards Work experience in an IT security or audit firm, related to NIST 800-53, NIST 800-171, and/or FedRAMP SKILLS Ability to meet deadlines with a high degree of motivation Excellent communication skills Thrives in a fast-paced environment Ability to work individually as well as collaboratively

BENEFITS Employer Paid Health, Vision, Dental 401 (K) Plan with Employer Matching Competitive Bonus Structure Employer Paid Life Insurance and Disability Insurance Generous Paid Time Off Plan Virtual Employment Technology Allowance Vacation Bonus Paid Office Closure December 24-January 1 Paid Holidays Schedule Certification Reimbursement Flu Shot Reimbursement About A-LIGN A-LIGN is the leading provider of high-quality, efficient cybersecurity compliance programs. Combining experienced auditors and audit management technology, A-LIGN provides the widest breadth and depth of services including SOC 2, ISO 27001, HITRUST, FedRAMP, and PCI. A-LIGN is the number one issuer of SOC 2 and HITRUST and a top three FedRAMP assessor. To learn more, visit [a-lign.com](http://a-lign.com). Come Work for A-LIGN! Apply online today at [A-LIGN.com](http://A-LIGN.com) and learn about life at A-LIGN by following our Careers at A-LIGN LinkedIn! A-LIGN is an Equal Opportunity Employer! Minorities, women, disabled, and veterans encouraged to apply! Please mention the word \*\*CHIVALROUS\*\* and tag [RMzQuMTQ1LjlyMC41NQ==](#) when applying to show you read the job post completely ([#RMzQuMTQ1LjlyMC41NQ==](#)). 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)

### Hiring organization

A-LIGN External

### Job Location

Ireland, England, United Kingdom

### Base Salary

\$ 50000 - \$ 105000

### Date posted

May 30, 2024

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