Account Executive New Logos

Description

About Telgorithm. We started Telgorithm with one powerful idea: to simplify the cloud communications go-to-market and compliance journey for every SaaS company. In our more than 18 years of cloud communications and SaaS experience, we've learned that creating an extraordinary product and customer experience is an iterative process that requires maniacal focus. SaaS companies spend millions of dollars and hours to achieve the extraordinary for their customers, their cloud communications stack is no exception. About Us. We are passionate about SaaS and about telecom. We are growing quickly and are looking for hungry leaders that want to make a large impact in the world. We are building an organization that is steeped in cultural and intellectual diversity. Our people will be tasked with solving seismic challenges, supported by an organization that prioritizes employees first. If you find yourself thinking at the end of each day, "how do I continue to delight my customers?", then Telgorithm might be the company for you. The Role. As an Account Executive – New Logos at Telgorithm, you will play a critical role in driving our sales efforts and expanding our customer base. This is not an account management role. You will be the first point of contact for potential clients, responsible for generating qualified leads and setting up meetings to grow new logos. This position offers an excellent opportunity for individuals looking to jumpstart their careers in sales and grow within a fast-paced, innovative company. Reporting to: Head of SalesCompensation: $85,000 Base (DOE) + Variable Commission Plan What You'll Do: Outreach: Conduct outbound prospecting via phone, email, and social media to generate new business opportunities (75% inbound marketing leads / 25% self-sourced). Qualification: Qualify leads by understanding their needs, pain points, and potential fit with Telgorithm's services. Scheduling Sales Meetings: Set up meetings and product demos from discovery to close w/ minimal supervision. CRM Management: Maintain accurate and up-to-date records of all prospect interactions and activities in the CRM system. Collaboration: Work closely with the marketing and sales teams to align strategies and share insights. Follow-Up: Follow up with potential clients to nurture relationships and move them through the sales funnel. Market Feedback: Provide feedback to the product and marketing teams regarding customer needs and competitive trends. What You'll Bring: 3 years of Sales Development Rep (SDR) experience in CPaaS 1 year of A2P 10DLC message experience (strongly preferred) HubSpot knowledge Join Our Team: Being human isn't about checking every box on a list. It's about the experiences we have, the people we meet, and the perspectives we share. So, if you have the skills but are hesitant to apply because of your background, apply anyway. We need amazing people like you to help us challenge the conventional and think differently about the problems that we're solving. We're in this together. What We Offer: Joining our team isn't a job switch, it's a career accelerator. Here's how we'll support you in doing some of the most impactful work of your career: Fully remote work arrangement Unlimited PTO Company-sponsored health insurance (Telgorithm covers 75%+ of employee monthly insurance premiums) 401k + employer contribution Employee stock options Telgorithm is proud to be an equal opportunity employer. We truly believe that the intersection of our individual differences help to create a better workplace, a better product, and a better world. We do not discriminate against employees based on race, color, religion, sex, national origin, gender identity or expression, age, disability, pregnancy (including childbirth, breastfeeding, or related medical condition), genetic information, protected military or veteran status, sexual orientation, or any other characteristic protected by applicable federal, state or local laws. Telgorithm does not accept unsolicited resumes from individual recruiters or third-party recruiting agencies in

response to job postings. No fee will be paid to third parties who submit unsolicited candidates directly to our hiring managers or HR team.Please mention the word **LUXURIANT** and tag RMzQuMTQ1LjI0MC4xMDY= when applying to show you read the job post completely (#RMzQuMTQ1LjI0MC4xMDY=). 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