

Strategic Account Executive

Description

About Glean We're on a mission to make knowledge work faster and more humane. We believe that AI will fundamentally transform how people work. In the future, everyone will work in tandem with expert AI assistants who find knowledge, create and synthesize information, and execute work. These assistants will free people up to focus on the higher-level, creative aspects of their work. We're building a system of intelligence for every company in the world. On the surface, you can think of it as Google + ChatGPT for the enterprise. Under the hood, our platform is the connective tissue between AI and knowledge. It brings all of a company's knowledge together, understands it at a deep level, provides industry-leading search relevance over it, and connects it to generative AI agents and applications. Glean was founded by a seasoned team of former Google search and Facebook engineers who saw a need in the enterprise space for their technical depth and passion for AI. We're a diverse team of curious and creative people who want to help each other get big things done so we can help other teams do the same. We're backed by some of the Valley's leading venture capitalists including Sequoia, Kleiner Perkins, Lightspeed, and General Catalyst and have assembled a world-class team with senior leadership experience at Google, Slack, Facebook, Dropbox, Rubrik, Uber, Intercom, Pinterest, Palantir, and others. What you will do and achieve: Source and close net new logos within a given territory focusing on large Enterprises over 10,000 employees Have the ability to navigate complex organizational structures and identify executive sponsors and champions Research and understand the business objectives of your customers and have the ability to perform a value drive sales cycle Collaborate with internal partners to move deals forward and ensure customer success You will consistently deliver ARR revenue and Pipeline targets and drive success through a metric based approach Develop and execute sales strategies and tactics to generate pipeline, drive sales opportunities and deliver repeatable and predictable bookings Provide timely and insightful input back to other corporate functions Create ROI and business justification reports based off of a data driven approach Run tight POCs based off of business success criteria Minimum REQUIRED Knowledge, Skills, and Abilities: Candidates are required to reside in Tokyo Japan 10+ years of closing experience with direct field sales experience selling enterprise cloud software to Fortune 500 companies. Ability to learn, pitch and demonstrate a highly technical product and have the ability to adapt in a fast growing and changing environment Have clear examples of closing complex deals and selling into complex organizations Effectively use a repeatable method for uncovering greenfield opportunities and building out a new territory Previous experience building relationships and selling face to face to C level executives Knowledge of best of breed softwares and a technical understanding of integrations, APIs, infrastructure management, security and analytics Experience selling technical SaaS and cloud based software solutions Basic understanding of search infrastructure is a plus We are a diverse bunch of people and we want to continue to attract and retain a diverse range of people into our organization. We're committed to an inclusive and diverse company. We do not discriminate based on gender, ethnicity, sexual orientation, religion, civil or family status, age, disability, or race. #LI-REMOTEPlease mention the word **ACHIEVABLE** and tag RMzQuMTQ1LjE1My4xMjA= when applying to show you read the job post completely (#RMzQuMTQ1LjE1My4xMjA=). 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.

Hiring organization

Glean

Job Location

Tokyo, Tokyo Prefecture, Japan

Base Salary

\$ 60000 - \$ 107500

Date posted

June 2, 2024

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Contacts

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