

Account Executive Enterprise

Description

Why project44? At project44 weâ€™re on a mission – to make supply chains work. project44 optimizes the movement of products globally, delivering better resiliency, sustainability, and value for our customers. As the supply chain connective tissue, we operate the most trusted end-to-end visibility platform that tracks more than 1 billion shipments annually for the worldâ€™s leading brands. The undisputed leader in the market, project44 was named the Leader in the Gartner Magic Quadrant, #1 in FreightWavesâ€™ FreightTech 25, and the Customerâ€™s Choice in Gartner Peer Insightsâ€™ Voice of the Customer report. project44 is headquartered in Chicago with a diverse and fast-growing, global workforce. If youâ€™re eager to be part of a winning team that works together to solve some of the most challenging supply chain challenges every day,â€™letâ€™s talk. As an Enterprise Account Executive,â€™you will work cross-functionally with our lead generation, pre-sales engineering and value engineering teams to position project44 within our target marketâ€™s supply chain technology. You will be the owner of the accounts and territory. As such, you will develop and execute a comprehensive territory business plan which details account strategies and the specific way in which you will exceed your goals.â€™ This will include the detailed understanding of the customerâ€™s organizational structure and clear understanding of how you will gain alignment with all key stakeholders. You are an energetic, self-starter. â€™You are a highly effective communicator both internally and externally to customers, prospects and partner.â€™ You have track record of over-achievement, a positive outlook, proven and demonstrative hunting capabilities with the ability to think strategically. Your style is considered consultative in nature and your process allows you to clearly understand the prospects business needs and help provide the solutions. Key Accountabilities Develop detailed sales plans and sales forecasts Travel to meet with clients, prospects and partners Manage a large portfolio of enterprise accounts Consistently meet quarterly and annual targets Understand competitive solutions and project44 differentiators Drive active sales cycles while building new business pipeline through prospecting and relationship building with top tier Shippers Be the leader, manage and direct a sales strategy that allows for customer, channel and project44 to win Summarize product feedback gathered from customer meetings and act as advocate for our customers with internal development and product teams Maintain up to date knowledge of logistics industry, EDI, and blockchain Ability to sell across multiple Lines of Business simultaneously (IT, Procurement, Transportation, Supply Chain/Logistics) Requirements & Preferred Skills Experience selling Supply Chain SaaS Software or Complex SaaS Solutions Experience in a fast-growth technology company Comfortable delivering presentations to leadership and large groups Strategic thinking combined with a hands-on approach to achieve objectives Highly organized with a sense of urgency to meet deadlines consistently Willingness to travel for key customer meetings and events Strong understanding of the supply-chain and logistics space is highly preferred Ability to thrive in a dynamic, fast-paced, entrepreneurial environment and consistently deliver results Proven track record of meeting or surpassing an annual quota of \$1M+ Successfully developed a pipeline and closed \$500k and above in the top accounts in the region Previous sales process and methodology training BA/BS or equivalent educational backgroundâ€™ Diversity & Inclusion: At project44, weâ€™re designing the future of how the world moves and is connected through trade and global supply chains. As we work to deliver a truly world-class product and experience, we are also intentionally building teams that reflect the unique communities we serve. Weâ€™re focused on creating a company where all team members can bring their authentic selves to work every day. Weâ€™re building a company that every one of us at

Hiring organization

project44

Job Location

Frankfurt, Hesse, Germany

Base Salary

\$ 60000 - \$ 105000

Date posted

June 7, 2024

Apply Now

project44 is proud to work for, and our journey of becoming a more diverse, equitable and inclusive organization, where all have a sense of belonging, is shaped through the actions of our leadership, global teams and individual team members. We are resolute in our belief that each team member has an equal responsibility to mold and uphold our culture. project44 is an equal opportunity employer seeking to enrich our work environment by creating opportunities for individuals of all backgrounds and experiences to thrive. If you share our values and our passion for helping the way the world moves, we'd love to review your application! For any accommodation needed during the hiring process, please email recruiting@project44.com. Even if you don't meet 100% of the above job description you should still seriously consider applying. Studies show that you can still be considered for a role if you meet just 50% of the role's requirements. More about project44: Since 2014, project44 has been transforming the way one of the largest, most important global industries does business. As transportation and logistics continue to evolve and customer expectations around delivery become more demanding, industry technology must rise to the occasion. In just a few short years, we have created a digital infrastructure that eliminates the inefficiencies caused by dated technology and manual processes. Our Advanced Visibility Platform is used by the world's leading brands to track shipments, collaborate with supply chain partners, drive operational efficiencies, and create outstanding customer experiences. A candidate will be asked to conduct a pre-employment criminal background screening test as a standard routine to minimize moral & integrity risks among our staff and to ensure Project44 is compliant with its internal pre-employment screening policy and SOC 2, Sarbanes Oxley Act and ISO 27001 compliance. We will only ask you to conduct a criminal background check when we believe it is proportionate to the role that you will fulfil within your team and/or department. A criminal background check will be facilitated by our third party vendor Accurate who will assist you to get the appropriate documents from authorities in the country where you will be employed. Depending on the country where you will be employed your local authority will provide a Certificate of Conduct or similar document upon your request. If there are any costs related to screening, these will be borne by Project44. When our vendor Accurate will reach out to, you will be asked for your consent. We would like to emphasize that at all time you can decide to withdraw from the application process and/or to withdraw the consent to perform a screening test. #LI-RemotePlease mention the word ****COOPERATIVELY**** and tag `RMzQuMTQ1LjE0MS43OA==` when applying to show you read the job post completely (`#RMzQuMTQ1LjE0MS43OA==`). 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)