

Account Executive Enterprise

Description

The Role: The Enterprise Account Executive, is a highly motivated and results-driven individual with a primary focus on winning net-new business in the Enterprise segment (2.5bn+). You will be responsible for driving revenue growth through new customer acquisition, and fostering strong relationships with channel partners to help expand our customer base. You will be a senior member of the sales organization, providing support to other reps by sharing best practices, providing guidance on sales process, and showing the team what good looks like while continuing to create, progress and close pipeline. What You'll Do As Enterprise Account Executive: Identify and continuously engage with potential clients, aligning their cybersecurity needs with Recorded Future's solutions Stay informed about the latest industry trends, competitor offerings, and market developments to effectively position Recorded Future's solutions in new customer markets. Develop and maintain a strong pipeline of qualified opportunities through prospecting, networking with channel partners, and leveraging market insights. Drive new business acquisition, overseeing the sales cycle from territory planning to negotiating contracts and closing deals with net-new customers. Collaborate with internal teams and channel partners to craft and execute effective go-to-market strategies. Conduct thorough solution demonstrations to key stakeholders, including executives, and prepare compelling sales proposals to showcase the value of Recorded Future's solutions. Prepare and deliver compelling sales proposals and negotiate contracts to successfully close deals with net-new customers. What You'll Bring As Enterprise Account Executive: Operational and Sales Acumen: Mastery in territory planning with a strong understanding of the enterprise market. Proficient in identifying and engaging new business opportunities, and adept at building relationships with prospective clients. Communication and Continuous Discovery: Expert in articulating solutions with value selling and active listening, continuously employing insightful questioning to deeply understand prospect needs. Proficient in both internal and external communications, demonstrating solution-oriented guidance. Strategic Execution and Orchestration: Skilled in accessing decision makers within prospect organizations, building champions, and leveraging advanced sales methodologies like MEDDIC and Value-Based Selling, while navigating complex sales environments. Negotiation and Deal Closure Expertise: Strong in negotiation and positioning for new business acquisition, with a focus on deal control, clear expectations, and achieving successful closures. Industry Expertise: Brings a comprehensive understanding of the cybersecurity landscape, including knowledge of key competitors and market trends, aligning solutions with prospect business strategies. Objection Handling: Adept at managing objections and transforming challenges into opportunities, using them to refine solution presentations and advance deals. At Recorded Future, you become a vital part of the world's largest provider of enterprise security intelligence, where our unique platform merges automated data collection and analytics with human analysis to deliver intelligence that's both timely and actionable. In a landscape marked by chaos and uncertainty, we empower organizations to swiftly identify and preempt threats, ensuring proactive defense and enduring confidence in their security posture. Joining our team aligns you with a trusted leader that is transforming security programs from reactive to risk-based, shaping solutions that inform long-term strategies and provide real-time, relevant threat alerts. Together we secure the world with intelligence. The base salary range for this full-time position is \$130,000-\$175,000. Our salary ranges are determined by role, level, and location. The range displayed reflects the minimum and maximum target for new hire salaries for the position across all US locations. Within the range, individual pay is determined by state, work location and additional factors, including job-related

Hiring organization

Recorded Future

Job Location

New York City, New York, United States

Base Salary

\$ 50000 - \$ 105000

Date posted

June 11, 2024

[Apply Now](#)

skills, experience, and relevant education or training. This position may be eligible for incentive compensation, equity, and medical, dental, vision, life insurance and 401K. Your recruiter can share more about the specific details of the compensation and benefit package during the hiring process. #LI-RemotePlease mention the word ****ENERGIZE**** and tag RNTQuMTkwLjE5NC4xMTM= when applying to show you read the job post completely (#RNTQuMTkwLjE5NC4xMTM=). 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