

Job Description – Client Executive

The Client Executive is responsible for adding new customers, managing the entire sales process from discovery to close and leverage their network to gain access to selling opportunities. The ideal candidate will have a minimum of 5 years of experience in direct sales as well as partnering with System Integrators, Channel and Alliance partners.

Duties and Responsibilities

- Uncover and manage new selling opportunities
- Ability to manage a complex sales cycle
- Call on and develop relationships with C-level executives
- Maintain in-depth product knowledge and educate customers about our products and services
- Communicate RunMyProcess value proposition to Business Stakeholders
- Negotiate contracts, up-sell, build customer relationships
- Achieve sales quotas on a quarterly and annual basis by developing a sales strategy with a target prospect list and a regional sales plan to include selling through partners
- Prospect, effectively qualify and develop new sales opportunities and on-going revenue streams from new and existing accounts
- Meet with other associates within other divisions and sales consultants to discuss innovative ways to effectively sell to customers
- Demonstrate advanced sales knowledge, and stay up to date on all company policies and procedures

Requirements and Qualifications

- Direct and indirect selling experience within the enterprise software space, PaaS, SaaS and Cloud offerings
- Strong technical sales background with the ability to explain business value to executives
- Excellent qualifying and closing skills
- Confident, friendly, and outgoing personality
- Experience determining customer requirements and presenting appropriate solutions
- Customer service-oriented attitude
- Experience and credibility selling at the C-level and senior executive level and ability to build strong relationships
- Ability to effectively communicate with colleagues and customers
- Resilience, persistence, and a willingness to cope with rejection
- Excellent organization and time management capabilities
- Thrive in an independent and fast paced startup environment

Education, Experience and Accreditations

Bachelor's degree required

5-7 years of experience in an advanced sales role

Position located

Remote locations within the United States.

Compensation

Highly competitive compensation and commission package predicated on experience and history of delivering results.

Company Benefits and Perks

Akorbi works hard to embrace diversity and inclusion and encourage employees to bring their authentic selves to work every day. We offer a variety of benefits to our employees such as:

- 401K
- Medical, dental, vision, STD, LTD coverage
- Life insurance
- Paid Time Off

Disclaimer: The above statements are intended to describe the general nature and level of work being performed for this service. This is not an exhaustive list of all duties and responsibilities. The company reserves the right to amend and change responsibilities to meet business and organizational needs, as necessary.

To apply, please send your resume to hr@akorbi.com

Akorbi is an equal employment opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.