

Department:	Sales
Reports to:	Director of Go to Market
FLSA Status:	Exempt
Job Grade:	
Last Revised:	February 2025

JOB DESCRIPTION

Enterprise Account Executive

POSITION SUMMARY:

Responsible for new enterprise account development in industry verticals with the goal to bring in profitable, long-term client contracts. Collaborate with the Director of GTM to develop and implement sales go-to-market strategies aimed at achieving assigned growth targets. Will be responsible to present sales proposals and presentations leading prospects through the full sales cycle to close business opportunities with new clients.

ESSENTIAL JOB FUNCTIONS:

- Achieve or exceed monthly, quarterly and annual quota targets and generate/update forecasts on expected quota attainment.
- Discover, develop, and manage business relationships with the intent of closing business opportunities for full suite of products.
- Build trust and credibility necessary to guide a prospect through the full sales cycle from prospecting to closing an opportunity.
- Communicate with clients and prospective clients via online demonstrations, or face-to-face.
- Demonstrate product knowledge through presentations and or/demonstrations.
- Communicate pricing, value, ROI; create proposals and negotiate the terms and conditions of sales with the intent of closing the sale.
- Anticipate client issues or objections and proactively research and resolve client questions and concerns.
- Collaborate with Sales Team, Product owners/managers and share client feedback in reference to product ideas and enhancements.
- Record all sales and client information needed for set-up of account in Salesforce and maintain history of transactions and notes to build client profile within the CRM.
- Travel will be required as needed to pitch and close business with a focus on driving revenue growth.
- Represent company at industry events as needed.

OTHER JOB RESPONSIBILITIES:

- Build and manage pipeline.
- Establish relationships with clients and work with decision makers.
- Provide technical guidance to others in delivery of products or services to clients.
- Other miscellaneous duties as assigned.

SUPERVISORY RESPONSIBILITIES:

- None

COMPETENCIES:

- | | | |
|-------------------------|-----------------------|-----------------------------|
| ○ Communicativeness | ○ Results Orientation | ○ Drive |
| ○ Influence | ○ Initiative | ○ Organization and Planning |
| ○ Relationship Building | ○ Presentation Skills | ○ Customer Orientation |

ROLE QUALIFICATIONS:

Education Requirements

- Requires a Bachelor's Degree in Business, Sales, or Marketing

Experience Requirements*

- A minimum of five (5) years of direct sales experience selling complex software solutions (Saas) to mid-size and large enterprises.
- A minimum of five (5) years automotive industry knowledge.
- A minimum of three (3) year of data syndication and data cleansing knowledge.

Other Skills and Abilities

- Measurable track record in new business development and overachieving sales team targets.
- Proven hunter mentality with a track record of sales success
- Strong business acumen, and ability to have business conversations at all levels.
- Ability to manage entire sales process from prospecting through close.
- Excellent problem solving, negotiation, and closing skills.
- Demonstrated ability to drive desired outcomes.
- Ability to think logically and resolve issues.
- Consultative selling skills.
- Ability to influence decision makers.
- Proven ability to achieve sales goals and build business.
- High command of verbal and written communications.
- Ability to maintain confidentiality.

WORKING CONDITIONS:

The physical environment requires the associate to work primarily inside, in temperature-controlled conditions.

EOE/ADA

Authenticom Group of Companies is an Equal Opportunity Employer. In compliance with the Americans with Disabilities Act, Authenticom Group of Companies will provide reasonable accommodations to qualified individuals with disabilities and encourages both prospective and current associates to discuss potential accommodations with the employer.

Acknowledgement

This position description describes the general nature and level of work performed by associate assigned to this position and should not be interpreted as all-inclusive. It does not state or imply that these are the only duties and responsibilities assigned to the position. Associate may be required to perform other job-related duties.

This position description does not constitute an employment agreement between Authenticom and associate and is subject to change as the requirements of the position change.

I acknowledge that this job description is neither an employment contract nor a legal document.
I have received, read, and understand the expectations for the successful performance of this job.

Signed By:

Date:
