



Senior Account Executive

ListEngage – a Top Ten Salesforce Marketing Cloud partner – is seeking established services sales experts to help rapidly grow revenue with enterprise and mid-market customers.

What We Do

We help clients implement and maximize Salesforce capabilities (clouds) and related technologies utilizing the amazing skills of our professional services team. We have been privileged to help over 3000 companies ranging from early stage start-ups to companies to the Fortune 100.

Position Overview

The Account Executive (AE) is responsible for selling ListEngage implementation services to support a prospect's vision for a successful Salesforce application deployment. The AE will engage in the pre-sales process early – in conjunction with the Salesforce Sales Representative - to help articulate both product vision, value, potential implementation paths and project scoping to help Salesforce.com secure the application sale. The AE will remain engaged through the customer lifecycle as a trusted advisor to further assist the achievement of desired business outcomes as well as identify additional application and service opportunities. This is a fulltime remote position.

Essential Functions, What We Seek in a Candidate

- A professional technology/SAAS and/or services sales expert preferably from the Salesforce.com ecosystem with experience selling into the upper mid-market and enterprise space
- **Amazing, collaborative customer facing people skills that will foster great working relationships with Salesforce sales teams, managers and executives**
- The ability to build and maintain strong client relationships
- The ability to scope projects by understanding and translating business needs into technical requirements and project phases
- Strong existing relationships within the Salesforce.com ecosystem and/or a specific industry vertical or geographic territory
- An organized doer capable of juggling multiple opportunities and relationships
- The ability to sell into established customer relationships as well as prospect into a territory of named accounts
- The ability to collaborate with the internal ListEngage team - specifically the Delivery Team, Project Managers, Technical Specialists, Pre-Sales Engineers and Sales Management
- A strong background utilizing the Salesforce.com application to forecast sales, manage a pipeline, progress individual opportunities and report on KPIs



Requirements/Preferences

- Must be excited about working in a fluid, high paced start-up environment and being a great ListEngage ambassador
- Bachelor's degree or equivalent experience
- 5 years direct selling experience of software, cloud or professional services. Preferably selling Salesforce products or services
- Demonstrated high performance achieving to sales quotas and objectives
- Experience working in a complex sales environment
- Vertical industry experience
- We believe talent trumps location so you can work anywhere

Knowledge, Skill and Abilities

- Strong written and verbal communication skills
- High emotional quotient
- Strategic account planning and execution skills
- Strong business acumen
- Strong technical aptitude with a broad understanding of Salesforce.com clouds and capabilities
- Exceptional communication and listening skills
- Ability to work in a fast-paced, deadline driven, team-oriented environment
- Travel expectation 25% (pre Covid... who knows moving forward...)

About ListEngage

Founded in 2003, starting in the early days of Exact Target, ListEngage has established itself as a Salesforce Marketing Cloud go to consulting partner by helping some of the world's most celebrated brands achieve a digital transformation. Based in Framingham, MA, List Engage has enjoyed rapid growth and has secured **investments from both Broadtree Partners and Salesforce Ventures.**

Our employees love working at List Engage and the opportunity to participate in exciting projects while also maintaining a great work/life balance. We believe that talent trumps location, and that communication, respect, and teamwork are the values that enable us to deliver for each other, Salesforce.com and our customers.

We are an equal opportunity employer and love diversity. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, or disability status.

If You're Interested, So Are We!

Send your resume our way. hr@listengage.com