



Enterprise Corporate Sales Account Executive Job Details

Overview

We believe that digital transformation can be a force for good, improving the lives of everyone involved. To achieve this mission, we rely on a team of techno marketers that know Salesforce. We have been a Salesforce partner since before there was an ecosystem and have been privileged to help some of the world's most celebrated brands on their path to digital transformation.

We accomplish this with incredible people. As the country's largest independent Salesforce Marketing Cloud partner, backed by Salesforce Ventures, ListEngage is excited to identify and add the right sales professional to drive the next chapter of sales growth!

The Enterprise Corporate Sales (ECS) Account Executive is responsible for growing and managing Enterprise accounts. As part of the Strategic Account Team, you will work with a Strategic Account Manager to define an account strategy to increase ListEngage presence across lines of business utilizing the Salesforce platform. You will work closely with current and prospective customers as a trusted advisor to deeply understand their unique company challenges and goals. You will consult with customers on the Salesforce Platform to share ListEngage's vision and find the right solutions that will help them reach their business goals.

Main responsibilities and deliverables will include:

- Managing the end-to-end client sales process with support from appropriate ListEngage resources: your Strategic Account Executive, Solutions Architects (and other technical resources) and Project Managers.
- Use your solution selling expertise to respond optimally to customer needs and identify business potential in order to create a strategic, long-term partnership with your customers.
- Uncover new opportunities while strengthening client relationships through regular engagements
- Contribute to ListEngage's growth by engaging with organizations to position Salesforce solutions through strategic value-based selling, business case definition, ROI analysis, references and analyst data.
- Meet and exceed monthly/quarterly sales targets by selling ListEngage support into Enterprise accounts within an assigned portfolio of major accounts/customers.
- Maintaining a long-term perspective to maximize overall revenue generation while being able to generate short term results.
- Create and maintain a sales plan and pipeline to ensure over-achievement within your portfolio
- Organize and manage industry events and user groups targeting end users and Salesforce AEs to generate market interest
 - Successful engagements could include webinars, "Office Hours", or thought leadership presentations such as "Increasing Personalization within your Marketing Strategy"

What's in it for you:

- Clear and structured career path into an Enterprise sales position within the company
- Constant learning and knowledge sharing with some of the best complex selling and technical professionals in the industry
- Environment for an entrepreneurial minded person with a lot of energy, ideas and courage for their implementation
- Freedom to get creative with new strategies and ideas
- Responsibility for the entire sales cycle, from acquisition through to signing deals. (Working closely with your Strategic Account Executive)

Role Requirements:

- Bachelor's Degree
- Minimum of 2 years sales previous experience
 - Salesforce ecosystem sales experience not required, but desired
- Knowledge of CRM tools, specifically Salesforce.com



- Positive, entrepreneurial attitude and “willingness to learn”
- Ability to follow instruction and work independently, with minimal daily direction
- Strong communication, organization and time management skills
- Ability to work with cross-functional teams and key stakeholders within the organization (up to and including Senior Leadership)
- Ability to work in the United States

If you're interested, so are we! Send your resume our way, and we'll contact you for a phone interview.

At ListEngage, we aim to change the world by challenging the traditional consulting model by building a flexible, delivery focused organization that can deliver on the promise that we have made to each other. We are an equal opportunity employer and love diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, or disability status.