



Sr Account Executive – Generalist or Health and Life Sciences

List Engage – a Top Ten Marketing Cloud partner – is seeking 4 established sales experts to help rapidly grow revenue with enterprise and mid-market customers.

Position Overview:

The Account Executive (AE) is responsible for selling List Engage implementation services to support a prospect's vision of a successful application deployment. The AE will engage in the pre-sales process early – in conjunction with the Salesforce.com representative - to help articulate both product vision, value, potential implementation paths and project scoping in order to help the Salesforce.com representative close an opportunity. The AE will stay engaged throughout 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.

Essential Functions, What We Seek in a Candidate

- A professional technology/SAAS and/or services sales expert preferably from the Salesforce.com ecosystem, preferably with experience selling into the upper mid-market and enterprise space
- Awesome, collaborative and customer facing people skills that will foster great working relationships with Salesforce sales teams, managers and executive
- The ability to build and maintain strong client relationships and serve as a trusted advisor to customers
- 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 the TBD territory
- An organized and efficient doer capable of juggling multiple opportunities and relationships
- The ability to qualify and prioritize leads and sales opportunities while maintaining a great relationship with both the prospect and the Salesforce.com representative
- The ability to cross-sell and up-sell into established customer relationships
- The ability to collaborate with the internal List Engage team - specifically the Delivery Team, Project Managers, Technical Specialists, Pre-Sales Engineers and Sales Management
- The ability to prospect into a select number of named customers
- 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
- Health and Life Sciences vertical experience required for Health and Life Sciences position

Knowledge, Skill and Abilities

- Strong written and verbal 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%

About List Engage

Founded in 2003, starting in the early days of Exact Target, List Engage has established itself as a celebrated go-to Salesforce.com 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 recently secured investments from both Broadtree Partners and Salesforce Ventures. Our accomplishments are the result of our incredible people, our technical expertise, our deep experience in all Salesforce.com clouds, our lineage of growth from the Marketing Cloud and most importantly the respect that we have earned within the Salesforce.com ecosystem and from our customers.

What We Do

We help clients implement and maximize Salesforce.com capabilities (clouds) and related technologies utilizing the amazing skills of our professional services team. We have been privileged to help over 1300 companies ranging from early stage start-ups to companies to the Fortune 100.



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.

If You're Interested, So Are We!

Send your resume our way, and we'll contact you for a phone interview. hr@listengage.com

At ListEngage, we aim to change the world by challenging the traditional consulting model and building a flexible, delivery focused organization that can deliver on the promise that we have made to each other and our customers. 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.