[Remote] Account Executive - SaaS Sales

Remote · US · Full-time · **$70k–75k**

[Remote] Account Executive - SaaS Sales
Location: REMOTE - Must reside in the ET or CT time zone
Salary: $70,000 - $75,000 + Uncapped Commissions (1st yr OTE: $130K) + Profit Sharing
Benefits: Medical, Dental, Vision, 401k +match, Holidays, PTO + ESOP
Job Type: Full-Time; Remote
Travel: up to 20%; Conference Events & Occasional Client Visit
Start Date: ASAP
Sponsorship is not available

[Remote] Account Executive - SaaS Sales Description

Our client, a leader in the customer experience services industry, is seeking a driven Account Executive to help expand its reputation management services line. In this individual contributor role, you'll manage a mix of marketing-generated inbound leads and self-generated outbound opportunities, guiding prospects from initial conversation through discovery, solution presentation, pricing, and close.
You'll work primarily with small and mid-sized multi-location businesses, helping prospective clients understand how reputation management and customer experience solutions can improve visibility into customer experience, strengthen online reviews, identify service issues, and create greater consistency across locations. This is an excellent opportunity for a motivated sales professional who thrives in a fast-paced, high-activity sales environment and wants greater ownership of the full sales cycle. You'll have the resources and support of an established organization while helping to grow an expanding service line with significant earning potential.

[Remote] Account Executive - SaaS Sales Responsibilities

- Manage and convert marketing-generated inbound leads
- Build outbound pipeline through phone, email, LinkedIn, referrals, and networking
- Conduct discovery to understand client needs, challenges, and business goals
- Deliver tailored product demos and clearly communicate solution value
- Build relationships with business owners, franchisees, and operations leaders
- Manage a high volume of opportunities while maintaining consistent follow-up
- Maintain accurate CRM activity, pipeline, next steps, and forecasts
- Identify expansion opportunities within new and existing accounts
- Collaborate with marketing and internal teams to improve lead quality and ensure smooth client handoffs
- Travel to industry conferences and events as needed

[Remote] Account Executive - SaaS Sales Qualifications

- Bachelor's degree required
- B2B SaaS or service-based tech sales required.

- Strong prospecting/cold-calling experience required
- Experience selling to SMBs, multi-location businesses, franchisees, or owner-operators is a plus

Apply: https://twonice.hire.trakstar.com/jobs/fk0zl2o/?apply=true

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