Account Executive (Technology Solutions, CRM/ERP, AI & Data Analytics)

Remote · US · Full-time · **$70k–80k**

Account Executive (Technology Solutions, CRM/ERP, AI & Data Analytics)
Location: Remote – Must be based in Eastern or Central US Time Zones
Salary: $70,000–$80,000 Base + Uncapped Commissions (1st Year OTE: $140K–$160K+)
Benefits: Medical, Dental, Vision, Life, Disability, 401(k) with Match, Holidays, PTO
Job Type: Full-Time
Work Hours: Mon-Fri; 8 – 5 pm ET
Travel: ~ 25% Domestic – Conferences/Client Visits
Start Date: ASAP

Account Executive (Technology Solutions, CRM/ERP, AI & Data Analytics) Description

Our client, an established technology solutions provider, is seeking a driven, entrepreneurial **Account Executive** to help grow its newly launched AI, data analytics, automation, and business applications division. The ideal candidate has a proven track record in B2B technology sales, strong business acumen, and a consultative approach to selling. You'll generate new business, build relationships with executive decision-makers, and identify opportunities to help organizations improve efficiency, leverage technology, and achieve measurable business results. We're looking for someone who is naturally curious, self-motivated, and comfortable taking ownership of their success. This is an exciting opportunity to join a growing practice backed by an established organization, influence its growth, work with emerging technologies, and earn uncapped commissions.

Account Executive (Technology Solutions, CRM/ERP, AI & Data Analytics) Responsibilities

- Generate net-new business through proactive prospecting, networking, and strategic outreach
- Sell consultative technology solutions, including CRM/ERP applications, data analytics, AI, automation, and professional services
- Target small and mid-sized businesses, identifying operational challenges and opportunities for technology-driven improvements
- Engage C-level executives and senior decision-makers to uncover business needs and demonstrate measurable ROI
- Own the full sales cycle, from prospecting and discovery through proposals, negotiations, and closing
- Collaborate with technical specialists to develop customized solutions for prospective clients
- Develop compelling sales presentations and business cases that demonstrate the financial and operational value of technology solutions
- Maintain accurate sales activity, pipeline reporting, and forecasts within the CRM
- Travel to industry events, conferences, and to client locations as needed

Account Executive (Technology Solutions, CRM/ERP, AI & Data Analytics) Qualifications

- 3+ years of B2B sales experience in technology, IT services, SaaS, managed services, or business solutions required
- Proven success generating **net-new business and meeting or exceeding sales quotas** required
- Strong business acumen with the ability to uncover client needs required
- Experience selling to C-level executives and senior decision-makers required
- Proficiency with CRM systems and Microsoft Office (Excel, PowerPoint) required; HubSpot a plus

Apply: https://twonice.hire.trakstar.com/jobs/fk0zl9j/?apply=true

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