

Account Executive

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Company: a Sphunt Client

Location: Pakistan

Category: other-general

Our client is on a mission to revolutionize IT by making it simple, effortless, & lightning-fast for businesses everywhere. Whether you're remote, onsite, or hybrid, they provide real-time issue resolution, security at the device, app and network levels, employee onboarding/offboarding, and IT management solutions.

The Role

Our client is currently looking to hire a results-driven Account Executive to join their team and be responsible for driving revenue and customer growth by discovering, qualifying, building relationships, negotiating, and onboarding new clients.

In this role, you will be accountable for:

- Developing new business by driving reselling of Google Workspace in their existing accounts as well as new accounts with a prime focus on outbound leads.

- Taking responsibility for the full sales cycle including cold calling, prospecting, qualifying leads, account mapping, and product demos right until onboarding.

- Utilizing the sales tools for pipeline development, and forecasting to generate monthly, quarterly & annual level forecasts.

- Building strong and lasting relationships with existing customers to discover opportunities for cross-selling, upselling, and referrals.

- Actively collaborating with the customer success and marketing teams to drive revenue growth.

Contributing to the growth and development of our product by providing feedback from conversations with your customers and prospects.

Monitoring market trends and providing regular competitor analysis as well as building a deep understanding of our business and external market forces

Ideal Profile

You have at least 4 years of reselling google workspace experience including solid experience in a full-cycle sales role selling B2B SaaS/ software solutions.

You are a target-driven individual with an exceptional track record of meeting/exceeding sales targets.

You have excellent communication and networking skills, and you can liaise with and build relationships with senior stakeholders across organizations.

You love new challenges and thrive in fast-paced environments.

What's on Offer?

Exciting opportunity to join a well-funded SaaS startup expanding globally

Be part of a global remote team with excellent scope for growth & development

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