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Account Executive

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Company: Wiser Elite

Location: London Area

Category: other-general

Account Executive - SMB£45-55k base 18k commission on top We are proud to be representing an all-in-one payments platform who are transforming how SME businesses save more time, make payments easier, and get paid securely. This is an opportunity to join an organically funded and owned business who are turning things up a whole number of notches and has big plans to scale. The role: Manage the full sales cycle from start to close Winning on net new business across the UK Conduct demos and be a solutions-based seller Working at a fast pace Work closely with SDR and CS teams Tech stack: Salesforce, Salesloft, Cognism, LinkedIn Sales Nav Your profile: 1 year of closing experience in an Account Executive or BDM role Proven track record of hitting quota Selling software or technical products Experience with quick-moving sales cycles This role will be in based in London 4 days a week with Fridays WFH. £45-55k base 18k commission on top

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