

## Enterprise Account Executive

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Company: Rubrik

Location: United Kingdom

Category: other-general

### Job Summary

Rubrik's Sales organisation is a united group of elite cross-functional sales professionals that help companies & government entities achieve resilience against cyberattacks, malicious insiders, and operational disruptions. We offer continuous professional growth and opportunity through our world-class sales enablement program. Our One Rubrik selling approach provides all the resources you need to exceed your goals, maximise your earnings potential, and take your career to the next level. All this while doing something truly purposeful, protecting the world's data.

As an Enterprise Account Executive, you will have ownership of all elements of bookings growth in new and existing accounts across the UK region. We are seeking a relentless self-starter who is hyper-focused on acquiring new logos by discovering and developing new opportunities, managing pipeline, and executing account strategies, while also encouraging existing customer expansion. The AE must drive pipeline generation daily while working with Sales Engineers, Sales Development, Channel Development, and Rubrik Channel Partners to exceed sales quotas.

### What You'll Do:

Define and execute sales plans for the assigned territory to meet and exceed quota through prospecting, qualifying, managing, and closing sales opportunities

Develop and manage sales pipeline to move a large number of strategic transactions through the sales process

Identify and close new opportunities for growth working with a mix of mid-enterprise accounts

Present Rubrik, Inc. solutions within complex data center design environments

Co-sell and strategize with partners, distributors, and VAR's to enable rapid growth

Provide Rubrik, Inc. management with feedback about the local market opportunity and identification of new business opportunities and channel partnerships

### **Experience You'll Need:**

5+ years Tech sales experience (selling either IT Infrastructure or SaaS)

Consistent track record landing net new logos

Strong track record of performance selling to End User Fortune 1000

Understanding and experience working with channel

Highly driven, goal oriented get it done attitude

Experience selling a complex solution

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