

Founding Account Executive

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Company: Zetter Recruitment

Location: United Kingdom

Category: other-general

Founding Account Executive
Company snapshot: Disruptive SaaS startup going through their Series A funding
Dominating the market with their one-of-a-kind software in the e-commerce/logistics industry.
Only solution of its kind in a multi-billion \$ industry
The role: The Account Executive will be responsible for...
Win new business by selling the SaaS platform globally.
Identify new business opportunities and manage the full sales cycle from start to finish.
Working towards a sales target and confidently closing a high volume of deals in the year.
Collaborate with other departments and suggest ideas/insights and to achieve a slick and effective sales process.
About you: Proven track record of successfully closing new business deals within the eCommerce/logistics SaaS sector
Ability to build strong and meaningful relationships with partners.
Use a strategic sales plan and collaborate with departments to hit sales targets accordingly.
The package: To £60,000 - £70,000
Likely OTE £95,000
Remote
Explore a wide range of Sales, Account Management, and Customer Success jobs across the UK & Internationally.
Zetter is the go-to Sales Recruitment Agency for companies looking to recruit experienced Sales and C-level Executives. Specialist sectors include SaaS, DeepTech, Fintech, Cleantech, Renewable Energy, Construction Tech, Proptech, E-Learning/EdTech, FMCG and HealthTech.
Zetter Ltd are acting as an employment agency in relation to this vacancy.

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