

Salesforce Account Executive

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Company: TECHOHANA

Location: United Kingdom

Category: other-general

Job Title: Salesforce Account Executive
Salary Expectations: £70,000 + Double OTE
Location: United Kingdom - Remote

TechOhana has collaborated with a dynamic and rapidly growing Salesforce Partner who is committed to delivering innovative solutions that empower businesses to achieve their goals. They specialise in the Insurance, Fintech, Security, Retail and Telecommunications space. As part of their expansion plans, they are currently seeking a talented and results-driven Salesforce Account Executive to join their growing practice. As a Salesforce Account Executive, you will play a crucial role in driving sales growth and building lasting relationships with clients. You will be responsible for selling Salesforce solutions, understanding customer needs, and generating leads.

Key Responsibilities: Identify and qualify new business opportunities, create and execute strategic account plans, and achieve sales targets. Build and maintain strong relationships with key stakeholders, understanding their business needs, and positioning Salesforce solutions as the ideal fit. Stay updated on the latest Salesforce features and enhancements, and effectively communicate the value proposition of solutions to potential clients. Work closely with the technical team to design and propose tailored Salesforce solutions that address customer challenges and contribute to their success. Collaborate with internal teams, including marketing, customer success, and product development, to ensure a seamless customer experience and successful implementations.

Qualifications: Bachelor's degree in Business, Marketing, or a related field. Proven track record of success in Salesforce sales, with a minimum of 2 years of experience as an Account Executive. Strong understanding of Salesforce (or other SaaS products) Experience operating in the full Sales Cycle -

Generating Leads to Closing DealsExcellent communication, negotiation, and presentation skills.Crucial to have sold professional services not productsAbility to work independently and collaboratively in a fast-paced, dynamic environment.Perks and Benefits:Competitive base salary and uncapped commission structure.Comprehensive health, dental, and vision insurance plans.Flexible work schedule and hybrid work options.Annual Pay Reviews - 10% Loyalty BonusProfessional development opportunities and ongoing training.If this opportunity sounds exciting to you or anyone you know get in touch by applying or through my email below!E: c.darby@tech-ohana.comTechOhana is the UK's leading Salesforce.com staffing company – through having a sole focus on the Salesforce space we have been able to foster solid relationships with some of the UK's most exciting Salesforce.com consultancies & end users. Our focus on the Salesforce space allows us to be able to help you find the most exciting opportunities in the SFDC market. If you are on the lookout for your next Salesforce.com role, please get in touch!

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