

Account Executive



Phone :

Web :

Job Summary

Vacancy :

Deadline : Sep 01, 2024

Published : Aug 01, 2024

Employment Status : Hybrid

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

What's CrowdRiff?

Good visuals are appealing to the eye, but great visuals tell stories that reignite your desire to discover, spark your creative imagination and even influence what we buy, eat, and do. That's why CrowdRiff exists: to empower destination marketers to showcase their unique destinations through powerful visual storytelling solutions.

☑ CrowdRiff is built around the idea of pushing the boundaries of exploration; and our dedication to finding experiences that feel more authentic and undiscovered make us who we are. We like to think of ourselves as modern-day explorers, who believe in taking action now and thrive in an open, challenging, and encouraging environment.

Our team is a quirky and diverse crew that has one thing in common: our love for great visuals. Picture this. You will contribute to amplifying unique travel experiences like scuba diving in Tahiti ☑, exploring Napa's wine country☑, bungee jumping in Queenstown ☑and much more while having access to some of our amazing travel perks that allow you to immerse yourselves in local communities and culture.

At CrowdRiff, you have the freedom, autonomy, and resources to set the course of your own future along with an incredible crew. We understand that to feel empowered and to keep forging new paths professionally and personally, we need to pull out all the stops. That's why we take a proactive approach and set not only professional but also personal goals for all CrowdRiffers. To make this possible, we offer opportunities related to training, tuition, conferences, workshops, or anything else that will help you achieve your goals under our 'DevDollars' program.

Every day, we work across departments, time zones, and even oceans to reach our goals and delight our customers - all while being remote. If you are looking to make travel an incredible experience today, and for future generations, and are passionate about visuals & tech, you're just our type. ☑

Your Role: Account Executive

We're looking for a strategic and articulate Account Executive for CrowdRiff's dynamic sales team. In this role you will collaborate with the digital leaders at destination marketing organizations across the globe and consult them on how CrowdRiff's SaaS solutions can help their business. Our visual and video marketing platforms are transforming how destinations market themselves and you'll be on the front lines of our success. Our most successful Account Executives are highly organized, have a growth and results oriented mindset, and love travel & technology. We're looking for a sales professional who listens to what our customer wants, and recommends solutions to their marketing challenges.

What you'll do:

- Work with exciting, international tourism clients, helping them showcase and promote their brand with user-generated content
- Own and manage a pre-qualified pipeline of leads from our business development team. You'll schedule & run live demos, design successful follow-up sequences, negotiate contracts, and secure new business partners
- Work closely with BDRs to develop a strategic territory business plan
- Create custom sales materials to wow potential clients
- Invest time to build relationships with our clients. You will correspond and engage with our clients on the phone, by email, via Zoom, and through social media outreach
- Attend conferences and trade shows to represent the CrowdRiff brand, educate prospects on best practices we're seeing in the marketplace and values of incorporating user generated content and short form video into their marketing campaigns
- Work closely with our product development team to influence product evolutions based on industry needs and trends
- Manage and monitor your work using tools like Salesforce, Outreach and Gong

Ideally, you'll have:

- 2+ years of outside sales experience in SaaS
- Experience selling into North American and European markets
- Proven success of exceeding targets
- Problem solver mentality, adaptability, and a desire for creative solutions
- Detail oriented with excellent written and verbal communication skills
- Strong social, relationship, and team building skills
- Be able to work independently & as part of a team in a fast pace, rapidly changing environment

Why CrowdRiff?

At CrowdRiff, we don't just believe in wow-ing our customers, but also our employees. That's why, in addition to your competitive salary and medical/dental/vision plan, we offer perks like:

Well-being & growth:

- ☑ Parental leave
- ☑☑ Extended learning and development opportunities through our DevDollars program
- ☑ Equity incentives

Flexibility at work:

- ☑☑ Feel-good Fridays with every other Friday off in summer
- ☑ No-meeting Fridays year-round
- ☑ Work from home allowance + Flexible work hours
- ☑ Regular team socials & [team events](#)

Travel:

- ☑ Up to 8 weeks of vacation
- ☑ Up to \$3000 towards your next trip
- ☑ [Travel and work from a country of your choice for 90 days](#)
- ☑☑ Access to a personal travel concierge

Want to hear more? Visit [our website](#) and learn more about [our team](#).

Upon request, CrowdRiff will provide job applicants with any accommodations they may require for the interview process, candidate assessments, and all other applicable steps within the recruitment and selection process. When requested, CrowdRiff will consult with the applicant to provide suitable accommodations.

CrowdRiff is proud to be a diverse and equal opportunity employer and as such does not discriminate on the basis of race, colour, religion, sex, national origins, age, sexual orientation, disability or any other characteristic protected by applicable laws. Selection decisions are solely based on job-related factors.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
