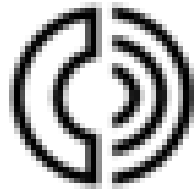


Account Executive



readymode

Phone :
Web :

Job Summary

Vacancy :

Deadline : Sep 23, 2024

Published : Aug 23, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Readymode is an enterprise-grade, cloud-based, all-in-one sales engagement platform for high-volume teams. We intelligently connect sales reps with more leads in less time, maximizing productivity. We are on a mission to “transform the way businesses communicate with their customers.” At Readymode, we live and breathe our Core Values, the 4 E’s - Empathy, Empowerment, Engagement and Excellence. We embody these at all times, whether that relates to our clients or teammates. Readymode is the place to be if you like to win and value a collaborative environment that will foster your growth.

Account Executive

As an Account Executive at Readymode, you’ll increase sales and build long-term industry relationships by setting up a sales pipeline and executing daily sales activities: lead generation to demo to close. Within this role, you’ll have the opportunity to go after and close midsize to enterprise business, significantly impacting both the company’s success and your professional development.

What You’ll Do:

- Lead the customer acquisition efforts of a target set of clients, from identification to prospecting and on through client agreement to hand off.
- Exceed activity, pipeline, and revenue targets; and participating in collaborative discussions around goals and objectives.
- Collaborate with the team to implement creative solutions to pipeline blockades, customer objections, and other sales/service issues.
- Maintain an accurate and up to date CRM.
- Prepare and deliver compelling presentations for current and potential clients.
- Utilize and leverage Salesforce, Salesloft, LinkedIn Sales Navigator and ZoomInfo effectively.
- Aim to meet or exceed KPIs.
- Collaborate effectively within a team environment.
- Other duties as assigned.

Required Qualifications/Experience:

- Minimum of 3+ years of full-cycle sales experience, and at least 1 year selling SaaS.
- Minimum 2+ years experience of B2B sales.
- Previous experience in a quota-carrying role.
- Strong written and verbal communication skills.
- Demonstrated ability to work collaboratively.
- Proficiency with Salesforce, Salesloft, and similar Tech/CRM tools.
- Education in sales or specific sales training.
- Experience selling to C-suite executives.

The Perks and Benefits

- The tools you need to get the job done - company computer sent to you!
- Group RRSP matching.
- A full benefits package that starts day 1.
- Opportunity to participate in our Employee Stock Option Plan.
- An education and training grant in your second year.
- Work/life balance.
- Remote and Flexible Work Opportunity.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
