

**Account Executive, SMB**



Phone :  
Web :

## **Job Summary**

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Vacancy :

Deadline : Aug 03, 2024

Published : Jul 03, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

## Job Description

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Case IQ helps companies protect their employees, culture, and business through world-class software and diverse intake channels which aim at reporting, uncovering, investigating, and preventing fraud, ethics, harassment, discrimination, and security incidents. We're proud to count a roster of Fortune 500 companies among our customers, which have relied on Case IQ for managing millions of cases over the past 20 years while helping mitigate billions of dollars in financial and brand risk, as well as empowering employees to Speak Up.

We are looking for an Account Executive for our **WhistleBlower Security (WBS) Brand** to join our team. WBS helps companies protect their employees, culture, and business through world-class hotline services and software for capturing, investigating, and preventing compliance, ethics, harassment, and discrimination reports.

In this role, you will be responsible for proactively hunting small to medium-sized new businesses while also working from a populated funnel of pre-qualified demos. Through an integrity based, consultative approach, the Account Executive will uncover prospect's business challenges and align relevant WBS solutions to help them achieve better business processes.

### What You'll Do

- Conduct product demonstrations for SMB prospects via web, telephone and face-to-face meetings (remote for now)
- Maintain and update knowledge of WBS' products and services, as well as sales objectives, strategies, pricing, and implementation of policies and practices
- Responsible for attaining monthly and quarterly quotas
- Proactively establish and maintain effective working team relationships with all support departments

### Who We're Looking For

- Bachelor's degree and minimum 1 year of Account Executive software sales experience
- History of exceeding targets by showcasing successful selling skills and an understanding of how to manage high volume sales activities
- Proven ability to conduct software product demonstrations for technical and non-technical Executives
- Highly effective presentation and closing skills

### Perks and Benefits

- Work remotely within a flexible work environment (our team spans the US and Canada)
- Competitive company-paid benefits plan starting day 1!
- Generous professional development budget
- RRSP/ 401k matching program and company stock options
- Half-day Fridays in the summer

Selected candidates will be contacted through BambooHR (please check your junk mail).

Case IQ is an equal opportunity employer. All qualified applicants are given consideration regardless of race, religion, color, gender, sex, age, sexual orientation, gender identity, national origin, marital status, citizenship status, disability, veteran status, or any other protected class as provided in applicable employment laws. If you have a disability or special need that requires accommodation, please contact us at [hr@caseiq.com](mailto:hr@caseiq.com).

## Education & Experience

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## Must Have

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**Educational Requirements**

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**Compensation & Other Benefits**

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