

Account Executive



Phone :
Web :

Job Summary

Vacancy :
Deadline : Jul 05, 2024
Published : Jun 05, 2024
Employment Status : Remote
Experience : Any
Salary :
Gender : Any
Career Level : Any
Qualification :

Job Description

Who We Are

We are Cloudsquare, the top Salesforce partner specializing in lending solutions. Our intuitive products are built to scale as our customers grow, supporting their business at every phase. Our experts develop unique and reliable Salesforce solutions tailored to evolving business needs. We take pride in offering a boutique service with enterprise-quality results.

Our Products

- **Cloudsquare Lend** – the Best Loan Software for Small Business Lenders
- **Cloudsquare Broker** - the Best Merchant Cash Advance Software CRM
- **Cloudsquare Submit** - an intuitive decision management tool, directly in Salesforce
- **Cloudsquare BankLink** - a risk analysis software providing real-time data for bank verifications that integrates Salesforce with Plaid
- **Cloudsquare Credit** - a credit reporting tool that connects to the three major credit bureaus and pulls credit reports directly from Salesforce
- **Thomson Reuters CLEAR** - connects your Salesforce CRM with Thomson Reuters to simplify and speed up the investigation process

Our Core Values

- **Stand Together** - Our work ethic makes us a dependable firm that can be trusted to drive businesses to the next level. Our ability to depend and rely on each other is the cornerstone of our success and joy at work
- **Embrace Change** - We are an innovative team who welcomes change and is always in continuous improvement to make the impossible, possible. Where others see problems – we find solutions!
- **Keep it Real** - At Cloudsquare it is important to build genuine connections with our team and clients by being honest and true to ourselves
- **Committed to Greatness** - Our perseverance, go-getter attitude, and grit help us achieve the desired perfection, even in the most challenging of projects
- **Enjoy Life** - The Cloudsquare way is a true work-life balance, where we are passionate about our work, yet we can put that aside and live life to the fullest with our loved ones

Position Overview

Who you are

You thrive on the art of selling and excel in establishing meaningful connections with potential clients. Meeting sales quotas energizes you, and you find fulfillment in exceeding targets. Engaging with diverse businesses regularly invigorates your curiosity, as you seek to understand their operational challenges and offer tailored solutions. Your competitive spirit is matched only by your ability to collaborate seamlessly within a team.

Your Mission

Your primary mission is to achieve and surpass a sales quota of \$1mm annually.

Your goals

- Secure over \$1 million in new business annually.
- Foster and sustain strategic partnerships with a minimum of 3 Salesforce Teams comprising 20+ Account Executives.
- Pursue new business prospects daily within the Salesforce network.
- Conduct regular visits to Salesforce offices every 4-6 weeks.
- Generate a minimum of 100 leads from Salesforce annually.
- Act as the dedicated Account Manager for product Customers.

Your Responsibilities

- Achieve over \$1 million in new business annually and maintain a pipeline of \$3 million.
- Successfully close at least two projects valued at \$100k+ each.
- Cultivate and nurture relationships with Salesforce Account Executives and Solution Engineers to facilitate referral business.
- Actively pursue new business opportunities within the Salesforce network.
- Manage the entire sales cycle from initial inquiry to final closure, ensuring post-sale relationship continuity.
- Collaborate closely with Solution Engineers and Business Development Representatives to ensure timely presentation delivery and contract fulfillment.
- Effectively communicate Cloudsquare's value proposition, product offerings, and services.
- Maintain and manage sales pipeline meticulously.

Your Qualifications

- Minimum of 3 years of experience using Salesforce CRM.
- Demonstrated success in selling services for at least 3 years.
- Proven track record of full-cycle sales experience exceeding 3 years.
- Strong background in B2B sales.
- Proficiency in navigating the Salesforce ecosystem, including its products, industries, and AppExchange.
- Experience in prospecting and securing new business opportunities.
- Ability to engage with C-suite stakeholders effectively.
- Skilled in establishing and nurturing partnerships to drive lead generation.
- Proficient in delivering compelling presentations to prospects.
- Possess exceptional discovery, solution selling, objection handling, and closing skills.
- Technical expertise is advantageous but not mandatory.
- Expert in equipment leasing and revenue-based financing

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
