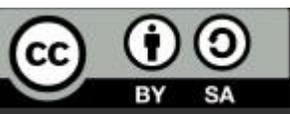


Accion Venture Lab

Job Description Bank



Role	Account Executive (Hunter and Farmer role)
Title	Senior Solution Sales Executive
Company	SAP India

Company Description

As market leader in enterprise application software, SAP helps companies of all sizes and industries innovate through simplification. From the back office to the boardroom, warehouse to storefront, on premise to cloud, desktop to mobile device SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable customers to operate profitably, adapt continuously, and grow sustainably.

This is both a Hunter and a Farmer role: it is helpful to call this out specifically in the title.

Location

Mumbai

Summary

SuccessFactors, part of SAP Cloud, is seeking an experienced solution sales executive to drive strategic enterprise-wide sales initiatives into Enterprise accounts throughout Northern India. This is direct sales position; responsibilities include prospecting, qualifying, selling and closing new business to existing and net new customers.

Job Description

- Sell value and ROI into C-Level business decision makers, as well as into HR, Operations & Finance leaders
- Develop in depth knowledge of SuccessFactors Cloud and SAP HCM software, and effectively sell to clients through initial phone conversations, face-to-face meetings, and product demonstrations
- Align SuccessFactors/SAP HCM solutions with the customers strategic objectives
- Manage and drive multiple concurrent sales cycles effectively
- Qualify and forecast deals accurately
- Build strong & maintain strong client relationships to pave the way for additional future sales
- Upsell and cross-sell existing SAP accounts and likely some SuccessFactors customers
- Business development: Hunting new deals and taking business from competitors

Qualifications

- 8-12 years overall sales experience, including significant time as an outside representative
- 5 years experience selling premise-based ERP/application software or SaaS solutions to C-Level business decision makers at large enterprise corporation
- Previous experience selling HRIS/HCM software and/or selling into HR a plus

Skill sets

- Consistent over-quota performance and top tier company ranking . We want quota killers!
- Stability : proven history of being a top performer in a company for multiple years running
- Highest level of professional courtesy, mutual respect, and ethics
- High standard of excellence, professionalism, and role model behavior
- Interaction with senior executives across multiple industries
- Strong C-level/board level communication and presentation skills
- Adaptability: ability to change objectives quickly when necessary in ever-evolving, fast paced industry and organization

Perks

- Very competitive compensation package with uncapped commissions and stretch bonuses
- Laptop computer and Blackberry/iPhone and aircard provided
- Sales training boot camp at hire; continuous sales training quarterly
- Career Advancement with strong track record of internal promotions and mobility within sales

Important to call out the commission structure for a sales role

Role	Account Manager (Hunter and Farmer role)
Title	Core Account Executive (Turkish speaking)
Company	Dropbox

Company Description

Dropbox is the home for your most important stuff—now we're bringing it to life with a growing family of products. As we scale our global brand, there's plenty of space for you to grow alongside us and simplify life for millions of people around the world.

Our sales team shares Dropbox with businesses of all sizes around the world and helps them understand the power Dropbox for Business offers to teams at scale. We're a collaborative and empathetic sales team, focused on understanding what businesses need to work better together.

Location

Dublin, Ireland

This is a strong summary which explains the company's vision, the role's objectives, and a brief picture of the ideal candidate

Summary

As a Core Account Executive, you'll help our future customers in Turkey understand the power of Dropbox for Business. With over 300 million people and 4 million businesses in EMEA trusting Dropbox with their most treasured information, we're growing quickly and are just getting started. You'll join a talented team focused on one thing: using technology to simplify people's lives. We're looking for smart, ambitious people who are passionate about revolutionising the way people work. We're building the next great technology company, and we need amazing talent to achieve our vision.

Job Description

- Full-cycle sales role with responsibility for building and maintaining a pipeline of prospective and current customer deals
- Evaluate opportunities to increase customer satisfaction, sales, and retention within a book of business
- Deliver awe-inspiring product demos, provide insightful technical answers, and recommend creative ways to get the most out of Dropbox for Business
- Be the voice of the customer to the product team
- Help scale processes, including lead generation, presentation, negotiation, recruiting, and more
- Delight every Dropbox user with each interaction

- Believe no task is too small, and no task is too tall

Qualifications

- Bachelor's degree
- 3–7 years of sales experience
- Eligibility to work in the EU

Skill sets

- Proven track record of exceeding sales targets
- Avid Dropbox user and a vocal technology evangelist
- Prior experience at Internet or SaaS companies (highly preferred)
- Written and spoken fluency in Turkish is a must have, fluent in English

No perks are mentioned, which is unusual for a young technology company