Accion Venture Lab

Job Description Bank
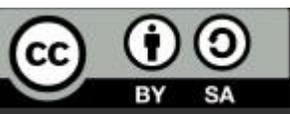
Role	Account Executive (Hunter role)
Title	Enterprise Account Executive
Company	NetSuite

Company Description

One word — transformation.

> This is a strong company description which gives a sense of the firm's stage of development, traction, and vision.

At NetSuite, we believe the cloud is here to stay and so do our more than 24,000 companies and subsidiaries. We believe businesses should not be bogged down by the overhead of bulky data centers and expensive personnel to run it all. Businesses need to be lean, efficient and agile. NetSuite is literally transforming business around the globe by providing a cloud-based, unified system that delivers unprecedented capabilities to drive business forward. Founded in 1998 as THE cloud ERP pioneer, today NetSuite has transformed the business operations of our customers without the high costs and inefficiency of on-premise systems.

Location

Seattle, Wash. / U.S. Remote

> Interestingly, this JD allows the applicant to work remotely which may widen the candidate pool significantly.

Summary

Job Description

NetSuite is aggressively moving into Enterprise accounts and is building a new sales team to identify and qualify Global Enterprise opportunities within account territories selling business applications solutions and related services to prospective and new Global Enterprise accounts. Manage and drive sales opportunities through strategic selling, negotiate & close business and manage business relationship with clients.

> Specifically calls out early on that this is a Hunter sales role, to avoid any confusion with Farmer (Account Manager) sales roles

Qualifications

This is a HUNTER role, so please apply IF you have experience bringing in new logos, a Bachelors' Degree and a minimum of 5+ year of business experience.

- 4+ year experience selling technology solutions, applications software, web hosted products, or other financial, business, CRM or ERP solutions;

• Looking for candidates who have demonstrated multi-year tenure in a single organization with 3-5 years of repeated success of exceeding quota in multiple years as part of that tenure.

Skill sets

• Selling experience into technology and enterprise accounts in the greater Seattle area.

• Able to create leads from your own prospecting efforts, leveraging your contacts and existing accounts and partners.

• Experience building a pipeline and qualifying and identifying deals that you can close.

• Results driven and able to achieve/exceed monthly/quarterly/annual sales quotas.

• Excellent communication skills both written and verbal with internal/external clients.

Perks

At NetSuite we work hard and we work smart. We hire fierce competitors. We hire individuals that are fearless trail blazers. NetSuite employees take the hill, we prefer action over inaction, we are tireless in our mission and we pause only to celebrate our success. And we DO celebrate, because if you don't have fun along the way, then what's the point?
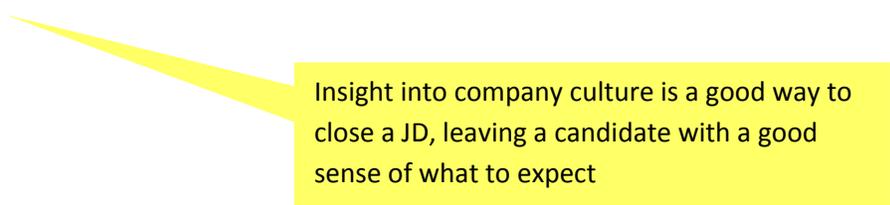
Insight into company culture is a good way to close a JD, leaving a candidate with a good sense of what to expect

Role	Account Executive (Hunter role)
Title	SaaS Inside Account Executive
Company	Looker

Company Description

Looker is a business intelligence platform that makes it easy for analysts to create and curate custom data experiences—so everyone in the business can explore the data that matters to them, in the context that makes it truly meaningful. More than 250 industry leaders trust Looker to unleash the power of their data, including Yahoo!, Warby Parker, Asana, Instacart, Docker, Venmo, Upworthy, Gilt and more. The company is headquartered in Santa Cruz, California, with offices in San Francisco, New York and London.

Location

Santa Cruz, CA, United States

Job Description

We are seeking experienced SaaS account executives that take a consultative, conversational, diagnostic approach to the sales process. The ideal candidate would be described as a Business Intelligence enthusiast with a strong understanding of and/or curiosity about the importance of leveraging data to make critical business decisions. If you are naturally curious, have a technical aptitude or possess a desire to get deeper into the technical side of the sales process, we should talk.

In this role, you'll manage the entire sales process, including web-based product demonstrations, account management, generating quotes, negotiating contracts, and closing business. This is a quota-carrying sales position that is critical to the overall success of Looker.

Qualifications

> JD is fairly general; specifics on work streams could be more useful here

- 2-4 years experience in an inside, SaaS, quota-carrying sales role, ideally in business intelligence or analytics

Skill sets

- Driven to excel in a fast-paced, autonomous, fun, start-up environment

- Passionate about data and how customers can get value out of it

- Able to demo the product and articulate how customers can achieve value

- Able to convey technical principles in a very consultative and conversational way

- Accustomed to running the complete sales cycle from qualifiation to close (this is not an 'inside support' role)

- Able to understand the power of listening and observation

- Possess a natural curiosity about data and the value it brings to business decision-making

Perks

- A culture that allows you to work the way you want to work – second to none

- An office building looking out over beautiful down town Santa Cruz, CA

- Meaningful equity, competitive salary, healthcare & benefits

- Learning first-hand how a startup works (it's a lot more than just code!)

- Significant responsibility for driving the expansion of Looker

- A genuine passion amongst teammates for helping great companies become even greater through data discovery