



Role: Senior Account Executive (New Logo Sales)

Location: San Francisco, CA

Type: Full-Time Permanent

JOB DESCRIPTION

Direct Commerce is seeking a dynamic, self-motivated, successful, Senior Account Executive. The primary focus of this role is to target new logo sales opportunities. Our successful candidate will have a proven track record of initiating and closing software sales deals to top executives within the Fortune 1000.

As a Senior Account Executive you will have a significant impact on revenue, growth, and strategy. You will be responsible for working new leads, hunting new relationships, managing a pipeline, traveling to customer and prospective customer sites, managing and growing top-tier existing accounts, creating quotes, and of course, winning business! Opportunity for advancement and inclusion in business direction and strategic business planning.

KEY RESPONSIBILITIES

- Pursue C-level executives and decision makers within Fortune 1000 enterprises
- Meet with clients and prospective customers in person to discuss the Company and products to qualify leads and gather feedback
- Qualify, sell and close new client opportunities
- Effectively manage long-term, complex, sales cycles
- Work alongside with Marketing & Lead Gen to help build a robust pipeline
- Assist with customer account nurture activities through proactive follow-ups and sales efforts
- Represent the Company and team at industry trade show conferences
- Build relationships with decision makers and key executives in all verticals
- Utilize your current network to open revenue pockets while building new business
- Hit revenue goals and quarterly targets as assigned

OUR IDEAL CANDIDATE

- Bachelor's degree or equivalent work experience
- 10+ years selling to Fortune 1000 top executives SaaS based technology
- Demonstrated ability to upsell and cross-sell existing customers
- Ability to make exceptional presentations
- Knowledge of Enterprise sales processes and the politics of operating in large organizations
- Solid understanding of cloud-based automation solutions
- Understanding of P2P with a rich knowledge of how the accounts payable process functions
- Proficient in Microsoft Word, Excel, PowerPoint, Salesforce, Hubspot
- Travel 35%