



POSTING JOB TITLE: Senior Account Executive - Software

COMPANY DESCRIPTION:

GuideSpark is the leader in change communications guiding over 1,000 enterprise customers to business success by changing the hearts and minds of employees. GuideSpark Communicate Cloud™ drives organizational change with communication journeys, targeted experiences that reach, engage and change employee behavior to achieve your critical business goals for Talent Strategies, M&A, and Digital Transformation. Manage, measure and scale your internal communication effectiveness with GuideSpark. <http://www.guidespark.com>

ABOUT GUIDESPARK'S GO TO MARKET TEAM:

Working as part of our Go to Market team, you will play a key role in leading our engagement efforts in prospecting and servicing target accounts. You will drive the highest quality and velocity of strategic pipeline development, with a focus on mutual business fit, research and consultative discussion to create highly relevant sales opportunities.

ABOUT YOU:

Working as part of our Sales team, you will focus your time nurturing complex account relationships, and identifying and closing new sales opportunities. In this key role, you will work closely with other members of the Software sales team and collaborate cross-functionally to ensure client solutions are successfully scoped and implemented.

JOB DETAILS:

Responsibilities:

- Source, sell and close new accounts in assigned territory, to F500 and equivalent companies, and their extended ecosystems where appropriate
- Effectively establish strong customer relationships at all levels within accounts.
- Leverage professional selling processes and experience to build profitable and predictable territory performance
- Manage, negotiate and execute client contracts
- Work with the Customer Success team leverage existing strategic customer relationships, and to manage all aspects of deal implementation until license activation and service delivery

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- Provide the necessary leadership and support the extended team to ensure projects are executed to plan and customer challenges are handled properly
- Provide coaching, mentorship and guidance to other members of the Software sales team
- Ensure effective and timely corrective action of any performance and customer service-related issues
- Create and execute territory, account and opportunity plans
- Conduct regular business reviews with customers
- Create accurate and transparent forecasts
- Build and maintain a pipeline to meet and exceed quarterly sales targets

Requirements:

- Bachelor's degree in business administration, management or a related discipline (MBA and/or sales training courses are definite assets) or equivalent experience
- At least 7 years of proven experience in professional SaaS solutions sales
- Experience working with C-level/ executive customers
 - Experience working with sales technology platforms and tools (Salesforce, Outreach, ZoomInfo)
- Passion for customers and working cross-functionally within a diverse team to deliver outstanding results
 - Ability to work seamlessly with customer(s) and to utilize strategic thinking skills in order to improve the implementation process
 - Technologically savvy and commercially astute
 - Exceptional written and verbal communication skills
 - Ability to work independently and part of a team
 - Excellent negotiation and presentation skills
 - Ability to work remotely and travel when required
 - Ability to drive problems to solution as part of a complex project with multiple stakeholders

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