

Reach

Job Title: Account Executive

Location: Remote

Employment Type: Full Time

Job Function: Sales, Business Development

ABOUT THE ROLE:

As a Reach Account Executive, you will drive Reach's future growth by building relationships with prospective clients, demonstrating the Reach value proposition for their businesses, and turning them into satisfied users of the Reach platform. You are an adept salesperson, capable of engaging in business and technical conversations across multiple levels of the organization, including C-level. You have experience working with upper-middle market and enterprise level companies.

Your in-depth understanding of the buyer journey lets you lead a complex, multi-party sale in a highly consultative manner. You are naturally analytical and enjoy digging into business models and helping customers quantify their investment decisions. You get excited about prospecting, and are capable of independently leading a sales cycle from start to finish. You are used to building value in competitive situations and enjoy working on products that require deep product understanding based on technical knowledge.

Finally, you enjoy building – you like to actively participate in the development of the sales process, the articulation of the Reach value proposition, and the creation of key tools and assets.

If you're motivated, smart, persistent, and a great teammate, we want to hear from you!

RESPONSIBILITIES:

- Generate quality sales opportunities through proactive, strategic prospecting, attending conferences, etc. as well as research industries and individual companies to find the best targets
- Establish and develop a relationship with representatives at target companies through a variety of mediums including trade shows, face-to-face meetings, calling, and emailing
- Identify key questions and pain points for prospects and translate those for the Reach marketing team to inform content creation
- Assist in developing initiatives that focus on long-term plans to increase opportunities and revenue

- Develop a deep understanding of the payments industry and build relationships with key players in the space
- Build custom business cases with prospects
- Utilize CRM, LinkedIn and Sales 2.0 technologies to show/track progress

QUALIFICATIONS:

- Bachelor's degree or equivalent experience
- 5+ years of sales experience, preferably at a technology/ecommerce company, with a track record of top performance
- Motivated, highly tenacious self-starter
- Excellent computer, presentation, communication, and time management skills
- Relentless personality with a passion for what you are selling - you don't take 'no' for an answer, and you enjoy convincing people to try new things
- Strong sales discipline, process, focus, and structure
- Skill at working closely with customers and handling multiple and changing priorities
- Adept at working effectively, independently and in a team environment.
- Able to quickly understand Reach and its place within the payments and ecommerce technology space. Very successful candidates are able to identify a target's needs and decision makers, and tailor outreach accordingly
- Attention to detail with strong verbal and written communication skills
- Ability to work in a fast-paced sales environment with minimal supervision. Comfort in a start-up environment and excitement about the opportunity to take on a lot of different responsibilities is a plus.

NICE-TO-HAVES:

- Ecommerce experience
- Strong knowledge of fashion retailers and brands

BENEFITS:

- Flexible work environment
- Health Care Plan (US)
- 401K Plan (US)
- Self-Directed Career Development Plan (Annual Budget + Paid Days)

Think you are great fit? Send in your resume to jobs@withreach.com