

Enterprise Account Executive (Remote or Office)

Introduction

Over the past few years, the customer, investor and government expectations of retailers and brand owners to be sustainable and responsible have increased exponentially. This is leading to more businesses recognising the importance of working more closely with a larger proportion of their suppliers to achieve ambitious public commitments and business goals. As such, we seek an Enterprise Account Executive to identify, develop and close enterprise 6–12-month sales cycle opportunities that apply our proven own brand offer to the new, broader sustainability market. Our product combines software and services to help businesses drive product and supply chain sustainability.

The successful candidate will be well suited to early-stage product that is ready for hockey stick shaped growth after finding product market fit. Curiosity, tenacity, adaptability, high-energy and accountability are all invaluable attributes to be successful within this context. You will join as we reinvigorate our brand, ensuring that your outreach is accompanied by high levels of investment in brand awareness and sales enablement content. You will report into the Sales and Marketing Director for this desk-based role with the flexibility of remote or office-based working.

Role

- Meet quarterly new customer acquisition targets
- Identify, develop and close 6–12-month sales cycle opportunities for target accounts with average deal value of £80k
- Lead the remote/Zoom-based sales process including discovery calls, product demonstrations and closing the opportunity supported by pre-sales technical support for demo configuration and any required proof-of-concepts
- Handover won opportunities to Account Management / Project Delivery Team
- Nurture prospects by sharing relevant content tailored to their organisation and needs
- Work with the Sales, Marketing and Product teams to evolve the messaging and positioning based on emerging customer needs and what is and isn't working
- Maintain Hubspot CRM as ordinary course of business
- Develop understanding, appreciation and empathy for prospects and their world

Skills and experience

- Experience as an Enterprise Account Executive selling software and supporting services
- Understanding and ability to appropriately apply enterprise sales strategies
- Comfort engaging at all levels of a large organisation and successful at gaining senior leadership sponsorship
- Consistency in approach, persistency in outreach and
- High levels of clarity of thought, critical thinking, and attention to detail
- Ability to work well within a distributed, part-remote team
- Experience selling an early life cycle stage product or service is desirable
- Experience selling a software managed service is desirable
- Experience working in and a passion for sustainability is advantageous

[Interested in helping Supply Pilot land more customers?](#)

Contact David via email at david.taylor@supply-pilot.com

