

Senior Account Executive

Fierce is a globally recognized leadership development training company based in Seattle, WA. Our mission is to transform the conversations central to our clients' success. Our clients rely on us to deliver programs that transform cultures and help them gain a sustainable edge.

fierce.

Job Responsibilities

any conversation can.

The ideal candidate will be excited for an opportunity to grow market share and hunt for new business and new logos. They have an enthusiasm for meeting new people, have high emotional intelligence, and has a high bar of success for themselves.

The candidate will be responsible for tasks including, but not limited to:

- Mentor team members and be available to answer questions and coach.
- Assist with strategy and have proactive attitude to help the organization achieve their goals.
- Take on projects in Sales Operations, Sales Enablement or Sales Culture
- Hungry to build a pipeline and go after new logos.
- Understand and be able to drive a complex B2B sale, that includes demo product and build consensus among executive decision makers.
- “land and expand” a sale for up to the first 12 months of onboarding.
- A prospecting background is a must, including cold calling, emailing and possessing creative ways for discovering new contacts. Must be proactive in asking for referrals and building a network.
- Developing and maintaining up-to-date expert understanding of Fierce solutions and general understanding of relevant competitor Solutions.
- Researching and actively identifying emerging trends that influence Fierce value proposition.
- Proactively managing pipeline; input, monitor, and update opportunities in a timely fashion.
- Provide accurate forecast in a timely fashion

- Create solution-based proposals, negotiating pricing/terms and strong closing skills is a must.
- Qualify prospects against company criteria for ideal customers and long-term business.
- Develop and maintain territory plans which outline how sales targets will be met on an ongoing basis
- Develop and maintain account plans that identify opportunities for company to deliver value, strategic motivators, main stakeholders, buying processes and forecasted sales
- Report on sales activity (include desired frequency – daily is ideal for accuracy)
- Keep detailed notes on prospect and customer interactions (include frequency – daily is ideal for accuracy)
- Provide feedback to sales management on ways to decrease the sales cycle, enhance sales, and improve company brand and reputation
- Provide feedback to company management on market trends, competitive threats, unmet needs, and opportunities to deliver greater value to customers by extending company offerings
- Identify sales support requirements and work with marketing to develop and improve sales tools
- Be a positive representative of the company and its brand in the marketplace
- Conduct all sales activities with the highest degree of professionalism and integrity

Required or Preferred (Work) Experience

- 7+ years experience in a complex, consultative sales environment - preferably in some area of human capital. Highly skilled in complex b/b selling environments-.
- Proven ability to connect with clients and provide value in a quick amount of time
- Strong record of new business and new logo acquisition
- Strong history of hitting activity metrics

Required or Preferred Skills- what we call the Figure it Out Factor:

- Emotional Intelligence
- Strong Communication
- Growth mindset
- Intelligence
- Work Ethic
- Organizational Skills
- Accountable
- Competitiveness
- Creative
- Resilient

Required or Preferred Knowledge/ Learning Interests

- Third Party Learning Solutions - "the industry"
- Business and/or Organizational Acumen - how organizations in different industries are organized, make decisions etc.

Required or Preferred Educational Background

- BA Required. Preferably in some area of the social or behavioral sciences, communications, or business administration (HR, marketing, etc.).

Required or Preferred Motivational Profile

- Builder - takes a long term view of success for their accounts. Enjoys building strong relationships with clients.
- Resilient – someone who can handle change and wants to learn more
- Motivated to Deliver Difference/to Have Impact - Values their role as influencer.
- Loves Sales - including both its challenges and opportunities.

Fierce has an outstanding reputation. This is a great opportunity to advance a career, make a name for one's self, and work with a great team. Our clients are exceptionally busy and the candidate will be thrust into an entrepreneurial, intense environment where being self-sufficient and resourceful will be critical.

Fierce provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics in compliance with federal, state and local governing laws.

This is a fully remote, full time and non-exempt position. To apply, send your resume and cover letter to careers@fierceinc.com