



Job Description: Account Executive

3CLogic is a global provider of voice and SaaS solutions to enterprise and Global 2000 organizations worldwide. A strategic ServiceNow partner, the company is among the leaders digitally transforming customer and employee experiences, voice-enabled self-service, remote work, and the application of AI to drive better customer outcomes.

We are growing quickly and are looking for energetic candidates seeking to join a fast-paced company and market! Is that you? If so, please send a copy of your resume and cover letter.

Location: Mid-Atlantic (US)

Description:

3CLogic is expanding our sales organization to meet the demands of a rapidly growing industry and is seeking field-based Account Executives to join our team. In this critical role, you will manage and drive sales efforts in your territory. You will be instrumental in developing and executing growth strategies, as well as a comprehensive go-to-market approach in order to expand business. You must be able to ask for the order.

Job Responsibilities:

- Responsible to qualifying and closing business opportunities within a defined geographic territory. As a trusted advisor, the Account Executive will identify opportunities to leverage 3CLogic's complete technology offering which SaaS software and services.
- Account penetration to develop solid business relationships within the various decision-makers and influencers (service desk managers, CIOs, CTOs, etc.) at all levels at each target account you identify. Understand each target customer's business model, map their organization and identify their unique technology needs.
- Engage local partner field representatives. Collaborating on sales efforts and partnerships with target accounts including uncovering new account and new segment opportunities.
- Collaborate with 3CLogic's Inside Sales Representatives to develop, document and execute account penetration strategies for identified target accounts.
- Develop product knowledge and sales skills by participating in ongoing product and skill training opportunities provided by 3CLogic.
- Identify new accounts and introduce the 3CLogic value proposition to key decision makers within the account. Position 3CLogic's solutions as a strategic advantage to our customers' long term needs.
- Be able to provide a hands-on demonstration of the 3CLogic platform to prospects and partners.
- Provide weekly forecasting and pipeline management to manage sales growth. Manage geographic territory using professional territory management skills. Use our Salesforce.com CRM application to develop and utilize professional account management tools and follow up procedures.
- Provide consistent and timely follow up communication and action steps after every sales call.
- Collaborate on sales strategies, discuss account trends, advise changes within accounts and coordinate quotes and sales opportunities with Account Managers on an as-needed and weekly basis.
- Must be a closer.

**Qualifications:**

- 5+ years of experience selling SaaS or complex technical solutions to enterprise accounts.
- Working knowledge of CRM or call center sales a plus.
- Experience managing client with complex master service agreements, Statements of Work and Service Orders.
- Strong local network to immediately start calling and closing.
- Comfortable cold calling and experience in a sales “hunter” role, prospecting for new logo clients.
- Documented history of making/exceeding quotas.
- Bachelor’s Degree in Business Administration, Marketing, Computer Engineering, Computer Science, Management Information Systems, equivalent experience.
- Excellent communication skills and strong presentation skills.
- Ability to travel up to 25% as needed.