



Account Executive Job Description

Job description

SaaSOptics is looking for a high velocity Account Executive (AE) to help us grow revenue. We are on pace to double in size this year but need motivated and determined sales professionals to reach our goals. This is an exciting opportunity for someone with 2-5 years selling experience to be part of an exciting software-as-a-service (SaaS) business.

The Right Candidate Will:

- Deliver quality and tailored demonstrations of SaaSOptics to prospects based on the prospects needs and priorities
- Understand customer goals, plans, challenges, timeline, budget, authority
- Meet or exceed your monthly quota
- Strive to continuously improve your sales process and demonstrate a willingness to learn and implement best practices
- Supplement your pipeline by completing lead generating activities including cold calls, emails, and social touches

Top characteristics and traits for a successful AE:

- 2-5 years experience as a quota-carrying sales representative and/or sales prospecting experience
- Ability to speak with CEOs, CFOs, VP Finance, Controllers, Accountants and ask intelligent questions
- Self-motivated with ability to work in fast paced, changing environment
- Genuine customer empathy
- Organized and strong time management skills
- Excellent written & verbal communication
- A thirst for knowledge and growth in a start-up environment
- A sense of urgency and persistence
- Flexibility - we're a small company that moves and reacts fast

Compensation, Benefits and Fun

- Competitive salary and commission plan
- Opportunity to work in a fast moving, high growth SaaS company
- Office at The Forum in Peachtree Corners, GA
- 15 days Personal Time Off
- Company paid Healthcare, Dental & Vision plans
- Casual dress all-day, everyday
- Strong, results-oriented culture
- Games, fun, parties & more

About SaaSOptics

Founded in 2009, SaaSOptics delivers a subscription revenue management platform that provides subscription billing, revenue recognition and robust subscription analytics.

SaaSOptics enables early stage and growth SaaS and subscription-based businesses the ability to eliminate their dependency on spreadsheets and streamlines their financial operations and reporting.

SaaSOptics robust analytics engine delivers all the SaaS analytics you need to run your subscription business: MRR, ARR, Cohort, CLV, Projections, Renewal Rates and Churn.

SaaSOptics serves over 250 customers worldwide.