

Account Executive

ABOUT US

akoyaGO is a leading provider of online grants management software solutions. akoyaGO by Bromelkamp supports the mission of foundations to make philanthropy better by serving as a strategic technology partner, delivering an all-inclusive, configurable software solution. We provide fully integrated end-to-end software solution, from relationship management to fund accounting that is fully configurable to accommodate the unique needs of the clients we serve. Our cloud-based platform provides access anytime and anywhere. We are passionate about helping foundations amplify their impact.

Bromelkamp Company provides a fast-paced entrepreneurial culture where team members work together with leaders to move the company forward. We are a team of engaging, motivated and energized individuals who work hard, play hard and are committed to making an impact. Bromelkamp Company employees are serious about work but embrace a culture of flexibility to get the job done.

POSITION DESCRIPTION

akoyaGO by Bromelkamp is looking for someone who thrives on developing and nurturing relationships with a company expecting to go through impressive growth. As an Account Executive you will work with prospective clients and guide them on how to find efficiencies and visibility within our new and exciting SAAS product: akoyaGO! Best part? You have a voice here and get to work directly with all operations of our business, including Marketing, Strategy, Operations, etc. Allowing you to grow and understand all aspects of a functioning business.

RESPONSIBILITIES

- Following up with prospects several times throughout the sales cycle to ensure needs are being met
- Presenting and demonstrating the value of products and services to prospective organizations
- Developing sales strategies and setting quotas
- Staying current on company offerings and industry trends
- Maintaining a database of contact information
- Building long-lasting, mutually beneficial relationships with external contacts and internal departments to create a better customer experience
- Handling conversations and negotiations
- Achieve annual and quarterly acv quotas with direct correlation to increasing monthly reoccurring revenue

REQUIREMENTS

- Software sales or business development experience required software experience preferred
- Knowledge of foundations/nonprofits is a big plus
- Must demonstrate experience or aptitude for learning enterprise level software systems
- Team oriented, yet competitive
- Motivated to win
- Culture driven
- Local candidate required

COMPENSATION

- Benefits, including health insurance and SIMPLE IRA with company match

To apply

Please send your resume and cover letter to Mindy Hoenie at mindy@akoyaGO.com. Resumes without cover letters will not be accepted.