



Account Executive Job Description

akoyaGO Overview

akoyaGO is the leading provider of an online grants management software which supports the mission of foundations to make philanthropy better. As a strategic technology partner, we deliver a fully integrated end-to-end solution, from relationship management to fund accounting. We are passionate about helping foundations amplify their impact.

We provide a fast-paced entrepreneurial culture where we work together to move the company forward. A team of engaging, motivated, and energized individuals who work hard, play hard, we are committed to making a difference in the world of philanthropy. akoyaGO employees are serious about work while embracing a culture of flexibility to get the job done.

Account Executive Overview

As an Account Executive you will work with prospective clients and guide them on how to find efficiencies and visibility within our 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 recurring revenue

Qualifications and Skills

- 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

Salary commensurate with experience, plus a comprehensive benefit package which includes:

- Medical, dental, and vision
- Life, AD&D, and disability
- Simple IRA (up to 3% company match)
- Paid time off; nine paid holidays

Application

Email resume and cover letter to Jenn Canney at jenn@akoyaGO.com. akoyaGO is based in Minneapolis, MN and our preference is for candidates to be located within proximity to headquarters, though consideration is given to highly qualified candidates who desire to work remotely.

akoyaGO is proud to be an equal opportunity employer and is committed to maintaining a diverse and inclusive work environment. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, physical or mental disability, age, veteran status, or any other basis protected by federal, state, or local law.