

Title: Account Executive
Remote Available, MN, US

akoyaGO Overview

Dedicated to helping foundations achieve philanthropic goals through innovative technology, akoyaGO's experienced professionals deliver tailored solutions to diverse clients. Join our collaborative, innovative, and respectful community driving philanthropic tech innovation. Grow personally and professionally in an inclusive, creative environment, contributing to cutting-edge projects and making a global impact.

Role Overview

As an Account Executive you'll take the lead in assisting prospective clients to harness the power of our dynamic all-inclusive software solution. You'll report to the Director, Partnerships & Growth and have a direct impact on and collaborate closely with every facet of our organization, from marketing and strategy to operations, enabling you to expand your knowledge across the entire spectrum of our business.

Responsibilities

- **Relationship Building:** Lead and cultivate strong relationships with prospects throughout the sales cycle to ensure their needs align with our product offerings.
- **Client Engagement:** Actively engage with prospective clients during the discovery and demonstration phases, effectively conveying the value of our products and services.
- **Sales Strategy:** Develop and implement effective sales strategies and go-to-market plans to drive revenue growth.
- **Market Awareness:** Stay current on our company's offerings and stay informed about industry trends.
- **CRM Management:** Maintain and update the akoyaGO CRM and outreach tools to streamline the sales process and enhance customer interactions.
- **Stakeholder Collaboration:** Foster enduring, mutually beneficial relationships with both external contacts and internal departments to enhance the overall customer experience.
- **Negotiation and Facilitation:** Facilitate discussions and skillfully manage negotiations to reach mutually beneficial agreements.
- **Client Transition:** Ensure a seamless transition for clients from the signing phase to implementation, Go Live, and handoff to account management, all while nurturing long-term client relationships and partnerships.
- **Industry Representation:** Act as a company ambassador by actively participating in industry trade shows, conferences, and events, where you will network, promote our products, and stay well-informed about industry trends and opportunities.
- **Revenue Targets:** Consistently achieve annual and quarterly ACV quotas with a direct impact on increasing monthly recurring revenue, thereby contributing to the company's growth.

Qualifications and Skills

- Prior experience in software sales or business development is essential, with a preference for candidates with a background in software.
- Understanding of foundations and non-profit organizations, or a demonstrated ability to quickly acquire this knowledge.
- Demonstrated experience or a strong aptitude for learning complex enterprise-level software systems.
- A team-oriented mindset combined with a competitive spirit to excel in a collaborative yet results-driven environment.
- Inherent motivation to achieve sales goals and a passion for winning in a competitive sales environment.
- Alignment with our organizational culture, displaying core values that are integral to our company's success.

Compensation

We offer a competitive salary based on experience, plus a comprehensive benefit package, including:

- Medical/Dental/Vision coverage
- Life/AD&D/Disability insurance
- SIMPLE IRA with up to a 3% Company Match
- Paid Time Off, including nine paid holidays

Application

To apply, please submit your resume / CV to careers@akoyaGO.com and specify the position in the subject line.

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.