Position Title: Account Executive

Position Overview
As an Account Executive, you'll play a key role in driving new business growth by helping prospective clients discover how akoyaGO's all-inclusive software solutions can support their organizations and missions. Reporting to the Director, Partnerships & Growth, you'll manage relationships throughout the sales cycle while collaborating closely with Marketing, Product, Implementation, and other internal teams to deliver an exceptional prospective client experience.

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 execute sales strategies to identify new opportunities, advance prospects through the sales cycle, and 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:** Collaborate with Implementation and Account Management teams to facilitate a smooth transition following contract execution and support the development of long-term client relationships.
- **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 work toward achieving quarterly and annual ACV quotas, contributing to new recurring revenue and overall company growth.

Qualifications and Skills
- Experience in software sales, SaaS sales, or business development, preferably involving consultative sales cycles.
- 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.
- Self-motivated and results-oriented, with a demonstrated commitment to achieving sales goals.
- Demonstrated alignment with akoyaGO's core values and commitment to a collaborative, client-focused culture.
- Strong communication, presentation, relationship-building, and negotiation skills.

Salary and Benefits
The annual base salary range for this position is $65,000–$80,000, depending on experience and qualifications. In addition to base salary, Account Executives are eligible to earn commissions on new client sales, with no cap on commission earnings. Actual commission earnings vary based on individual sales performance and the terms of akoyaGO's commission plan.

akoyaGO offers a comprehensive benefits package, including medical, dental, vision, disability, and life insurance; retirement plan matching; paid time off; and professional development opportunities.

Location
This is a remote eligible position open to candidates residing and authorized to work in the United States.

How to Apply
To apply, please send your resume to careers@akoyaGO.com and specify the position in the subject line.