

**Title:** Senior Account Executive

**Department:** Inside Sales

**Reports to:** VP of Inside Sales

**Salary:** Base Salary plus Commission

**Fair Labor Standard Act Status:** Exempt

**The Senior Account Executive:**

As a dedicated Inside Sales hire at Runbeck Election Services, you'll have a unique opportunity to tackle a green field opportunity and help shape our sales team. Responsible for achieving an individual quarterly and annual sales quota based on opportunities sourced in an assigned geographic territory and tiered account list. The ideal candidate will be responsible for prospecting future customers that will contribute to meaningful revenue and strategic business opportunities for the company. Must be a team player and able to collaborate with the direct team, the sales organization as a whole, and everyone in the company. RES seeks candidates with strong character, self-motivation, who are excited about the election services industry, are solutions oriented, and love to win.

**Responsibilities:**

- Prospect, develop, maintain, and grow revenue-generating relationships with small to mid-tier counties across the country
- Work with all internal groups to prospect new business, ensure success and to grow the RES position in the marketplace
- Communicate RES offerings and unique value-proposition to counties via email, over the phone, and through formal RFP responses
- Managing complex sales cycles even as products evolve, capabilities expand, and market dynamics change
- Report and track all revenue including sales activity and deal pipeline through Salesforce
- Represent RES with the highest level of integrity

**Key Requirements:**

- Bachelor's Degree
- 3-5 years of sales experience (State and County contact a plus), with at least half at a technology solutions organization and a minimum of 1-2 years in a quota bearing sales position
- Ability to effectively manage a weekly schedule with a minimum of 10-12 client engagements
- Strong relationship building skills
- Effective communication with management to forecast revenue accurately
- Work well with the entire sales team as a collaborative contributor to our overall goals
- Independent problem solver - comes with solutions, not just challenges
- Has a high sense of integrity and respects clients and colleagues
- Excellent presentation skills and ability to communicate company value prop through a variety of formats: presentations, software demonstrations, and casual conversation

**Additional Information:**

- Compensation includes a base salary along with commission and benefits
- U.S. Citizenship is required