

**SENIOR ACCOUNT DEVELOPMENT REPRESENTATIVE (SAN FRANCISCO LOCATION)****JOB DETAILS**

As a Senior Account Development Representative, you will work to drive new business within the Fortune 1000. You will work with Account Development Representatives who support your goals and help you meet your quota and objectives. You have a large sales territory throughout Europe. You must have hunting and closing in your blood and able to work in a fast-paced and entrepreneurial environment.

You will work from our office in near Market Street.

Your role involves:

1. Prospecting, developing, and closing new customers
  - a. Directly from solicitation of line of business decision-makers and heads of training
  - b. By navigating the registrations on our free online courses to reach those in 1a., above
2. Focusing on corporate sales of
  - a. Subscriptions (monthly and annually) to our live online and library of courses
  - b. Customized, private courses to our corporate/governmental clients
3. "Owning" your region and beating our any competitors all the time
  - a. Maintaining a new and evolving pipeline in excess of USD 2 million at any given time
  - b. Identifying and developing the best near, mid-term and longer-term prospects
  - c. Creating credible sales forecasts and delivering upon those
4. Developing and executing on account plans to achieve specific account revenue goals with
  - a. New client prospects
  - b. Existing customers
5. Conducting product demonstrations to prospects, and supporting your team in doing those demonstrations in your absence
6. Mentoring the Account Development Representatives on your team
  - a. Guiding each to focus on and develop specific clients and opportunities
  - b. Sharing sales best practices with your team
7. Using our customer relationship management system to organize and manage prospect and client details, communications and pipeline development
8. Coordinating and working with our marketing, product development, customer success teams, and our company executives to ensure customer satisfaction and retention

**REQUIREMENTS**

- ✓ 5+ years of sales closing experience in b2b arena (preferably SaaS experience) or equivalent
- ✓ Demonstrative expertise and history of
  - Hunting and closing of at least > USD 1 million per year
  - Selling products and services (and ideally subscriptions) to
    - Large, complex clients with multiple divisions and lines of business
    - Organizations with internal politics between teams that require navigation skills
  - Calling on senior line-of-business decision makers (CIOs, CTOs, head of other business lines...)
  - Calling on internal company service lines that support various line-of-business (ideally including human resources and/or training teams)

- ✓ Ability to manage 1-5 team members (your Account Development Representatives) in a collaborative way to support their professional growth (into a role similar to yours)
- ✓ Strong entrepreneurial skills and comfort in growth company, fast-changing business
- ✓ Proven, self-motivated personality and ambitions to achieve
- ✓ Excellent written and verbal communication skills
- ✓ Outstanding organizational and time-management skills

## COMPANY SUMMARY

We are on a mission to transform technologists into world-class experts and business people into tech savvy leaders. It's that simple!

We are a specialized training company that provides live and online education for technology companies, financial institutions, government agencies and many others around the world. Our target audience are professionals working inside these client organizations.

We offer free online courses and private customized courses. The free online courses are a means of developing relationships (and upsales) with large companies who have many users of on these free courses, and the various individuals who want to subscribe to our course library.

More about us is located at <http://www.starweaver.com> and on our learning management system at learning management system at <http://lms.starweaver.com>. You can also view some of our online courses at a third party sites, where we also syndicate our content (e.g., <https://www.udemy.com/u/paulsiegel2>).

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