



## Account Executive

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### ABOUT US

TruCentive is changing the way organizations deliver rewards and incentives. One of the most exciting segments in the fintech space, incentives automation allows organizations to motivate and delight employees, prospects, and customers with instant recognition and zero waste. We are re-wiring the \$90 billion annually incentives industry with an all-encompassing platform to digitally curate, deliver, and monitor in real-time the delivery of a broad spectrum of incentives. We are looking for energetic people who share our passion for providing unlimited solutions for reward and incentive program providers and have a strong desire to contribute to our growth and healthy financial performance. Our team is all remote – even before the pandemic – and we believe initiative and self-motivation will continue to be our... and your... keys to success.

### THE ROLE

We're seeking Account Executives to be in a remote based location in the US. You'll be working in a fast-paced environment alongside passionate colleagues determined to do the best work of their career!

**REPORTS TO:** Director of Sales

### WHAT YOU'LL DO:

- Consistently attain quota
- Prospect, develop, and close new customers for the TruCentive entire suite of solutions
- Utilize multiple sales software technologies daily to efficiently manage and maximize your sales prospecting and full cycle production
- Develop and execute on account plans to deliver maximum revenue potential
- Create and deliver accurate forecasts
- Sell the TruCentive vision to prospects through product demonstrations, online events, and target-specific initiatives
- Coordinate and work with extended team members
- Work closely with Client Success and Support teams to ensure customer satisfaction
- Other duties as assigned

### DAILY AND MONTHLY RESPONSIBILITIES:

- Support and solve problems for clients by understanding and exceeding their expectations
- Illustrate the value of TruCentive products and services to create growth opportunities; compile and analyze data to identify trends
- Participate in brainstorming, office activities, staff meetings and client meetings, researching and assisting with program development for existing clients and new prospects
- Perform prospecting activities such as cold calling, online networking and must have a hunter's mindset
- Follow up with clients regularly to ensure needs are being met and identify cross-selling opportunities
- Maintain the data base of clients, prospects, partners, and vendors w/in the company's selected application

**WHAT YOU'LL BRING:**

- Bachelor's degree (B.A.) preferred; not required
- A minimum of 2-3 years of on-quota, B2B software applications sales experience
- A history of selling licenses/subscriptions into small to large, complex organizations with demonstrated ownership of all aspects of sales cycle management
- Skilled at negotiating business terms with line-of-business, senior management and/or C-level executives
- History of consistent quota over-achievement in highly competitive markets
- Excellent communication, interpersonal, collaboration and consultative skills
- Inquisitive and positive mindset in approaching complex problems

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