

Account Executive

Job Description

ABOUT US

[Percent Pledge](#) creates customized social impact programs empowering companies of all sizes to support any charity, volunteer in their local communities, and know their impact. Today's fast-growing companies fiercely compete to engage and retain top talent, and today's talent cares! Engaging employees in both donating & volunteering reduces turnover 57%, while replacing a full-time employee costs 33% of their annual salary, on average. However, most companies do not have Corporate Social Responsibility (CSR) teams. Most companies need easy, sustainable, and engaging social impact programs, which is precisely what we deliver!

In less than three years, we have become the "SMB" social impact experts, built growing client bases in Chicago, NYC, Los Angeles, and San Francisco, and been named one of Built In's 50 Startups to Watch. To accelerate our continued growth, we are looking to add a driven, passionate Account Executive to our fully remote force for good.

This individual will join our tight-knit sales team and have the opportunity to work with a BDR to grow a target market, while also getting in early with a successful startup and growing force for good.

YOU'LL BE RESPONSIBLE FOR:

- **Developing business plans** in order to achieve predetermined goals and quotas.
- **Owning and driving the full sales cycle**, including prospecting (with help from a BDR), qualifying, presenting, nurturing, contract negotiating, and closing deals.
- **Maintaining post-sale relationships with clients**, in conjunction with the Customer Success Manager, in order to drive upsell or cross sell opportunities.
- **Unearthing new sales opportunities** through networking, or other avenues, and turn them into long-term partnerships.
- **Logging** all activities, notes, and tasks in HubSpot in order to provide complete transparency around day-to-day sales activities.
- **Collaborating** with the Revenue Team (Sales, Customer Success, Marketing) on ways to keep the Percent Pledge sales machine running at high capacity.
- **Seeking opportunities to learn** and grow as an Account Executive, as well as a member of the Percent Pledge team.



WHAT TRAITS WE LOOK FOR IN SUCCESSFUL CANDIDATES:

- **Compassionate** – Someone who is kind to others, even if put in an uncomfortable/unfamiliar situation.
- **Internally Driven** – Someone who wants to get things done, does not need any nudge to drive projects forward, and who does not get discouraged when they hear “no”. Ability to thrive in a fast-paced work environment, readily adapting to continually changing priorities, nuanced feedback, and aggressive project timelines.
- **Strong Communicator** – Someone who can express themselves clearly and effectively whether verbally or in writing.
- **An Eye for Detail** – Someone who is an energetic team player and is deeply committed to quality and excellence, and is exceptionally organized.
- **Proactive** – Someone who is a self-starter and takes responsibility for getting the job done.
- **Accountable** – Someone who consistently exceeds their goals because they have the drive to do so, and has outstanding time-management and prioritization skills, with the ability to excel at multiple priorities under short deadlines.
- **Solutions-Oriented** – Someone who always comes to the table with ideas for how to get to “yes”.
- **Collaborative** – Someone who is a strong communicator, comfortable working across multiple teams (internal and external), and functions to achieve your goals.
- **Passion for Learning** – Someone who is genuinely excited to learn new things and expand their areas of professional/personal knowledge.
- **Self-Aware** – Someone who “gets it”!

WHAT YOU NEED TO BE A QUALIFIED CANDIDATE:

- Bachelor’s degree
- 3+ years of B2B sales experience, SaaS sales experience preferred
- 1+ years of experience as a high performing sales rep who regularly met or exceeded quota
- Strong communication and writing skills
- Experience with Google Suites, HubSpot, and Asana preferred

SOME OF WHAT WILL BE OFFERED:

- Competitive full-time salary and benefits package
- Equity options
- Opportunity to grow your career at an early stage startup
- Kind, caring and fun team!



LOCATION: US- remote

TO APPLY, PLEASE EMAIL CONTACT@PERCENTPLEDGE.ORG THE FOLLOWING:

- Resume
- Cover Letter