

Sales Account Executive

Job Description

ABOUT US

[Percent Pledge](#) powers customized social impact programs, helping companies authentically improve employee engagement, employee retention, and employer brand. Our easy-to-use platform & social impact experts offer businesses a single source for everything from matching donations and employee volunteering to charity vetting & impact reporting.

In less than three years, we have built a growing customer base ranging from high-growth startups to Fortune 100 firms, and helped employees donate and volunteer globally. 100% of customers have renewed as our community continues to grow because, on average, more than 40% of employees engage in the giving programs we power and just 2% of employees who engage, leave their company.

To accelerate the growth of our business and impact, we are looking to add a driven, passionate Account Executive to our fully remote team. This individual will join our tight-knit sales team and work together with a BDR, while also getting in early with a successful startup and a growing force for good.

WHAT YOU GET TO DO:

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



WHAT EXPERIENCE WE BELIEVE YOU NEED TO DO IT:

- Bachelor's degree
- 3+ years of B2B SaaS sales experience
- 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

WHAT TRAITS WE LOOK FOR IN TEAMMATES:

- People who are continuously curious to both listen and learn.
- People who enjoy building things, especially together with others.
- People who enjoy acting in service of others (teammates, customers, etc.).
- People who are internally driven, proactive, and entrepreneurial.
- People who can communicate effectively in writing and verbally.
- People who are self-aware and empathetic.

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 SEND A COVER LETTER & RESUME TO JOBS@PERCENTPLEDGE.ORG.

