



## Account Executive

ExecVision is a well-funded, fast-growing SaaS startup looking to help companies take advantage of their greatest assets: their people and the conversations they are having. ExecVision is backed by an established company, Vorsight, with over 10 years of profitable growth and multiple Inc. 5000 fast growing private company awards.

### **Your mission:**

- Be a peer: Understand, relate and engage your prospect about their challenges
- Be evangelical: Change the perception of sales and marketing leaders to recognize their call recordings as “game film”
- Be an advisor: Guide prospects to realize visibility is indispensable to their success, and they’re blind without it
- Get it done: Help your prospect identify the urgency to move forward and close the deal. Then close bigger deals!

### **Who you are:**

- You’re an accomplished SMB Hunter. You can locate, identify and differentiate the prospects from the suspects
- You’re a captivating storyteller. You can truly engage an audience on a call or in-person
- You gain rapport quickly, are a natural at empathizing with clients and prospects, and can change your talking points based on the industry and level of executive
- You have a never-ending desire to ask questions and uncover challenges
- You know when to say when- You know when you’ve established value and can transition to the next step in the sales process, including closing deals.

### **What you bring:**

- 1-2 year outbound prospecting and cold outreach, preferably in hi-tech.
- 1-3 years selling technology, preferably to sales leaders and the SMB market
- Professional phone and presentation experience
- Low maintenance and autonomy
- Willingness to learn and grow in a fast-paced, startup environment
- Highly organized, process-driven, excellent written & verbal skills
- Self-Starter & problem solver

### **Why you want to be #1:**

- With the expectation to be at 10 salespeople by next March, you have the opportunity to set the mold and become the blueprint for future hires.
- Lots of growth opportunities down the road into more impactful roles.
- Work with, and learn directly from the co-founders. They’ve developed and run two of the most pioneering sales prospecting and training businesses in all of inside sales.
- Game changing product, which doesn’t exist in the market right now. It’s a need-to-have, not a nice-to-have. You can help us disrupt the status quo, and redefine an industry.
- Unparalleled company culture and coworkers.

This is a full time position in our Arlington, VA office, located in the Rosslyn area, overlooking Georgetown (DC) and the Potomac waterfront. All full time employees are eligible for our exceptional benefits program, which includes 401k contributions, full health/dental vision coverage, five weeks of paid time off, as well as happy hours, sporting events, and other social and cultural outings.