

Aviso is the AI compass that guides sales and go-to-market teams to close more deals, accelerate growth, and find their Revenue True North. Aviso AI delivers revenue intelligence, drives informed team-wide actions and course corrections, and gives precise guidance so sellers and teams don't get lost in the fog of CRM and augment themselves with predictive AI.

With demonstrated results across Fortune 500 companies and industry leaders such as Dell, Splunk, Nuance, Elastic, Github, and RingCentral, Aviso works at the frontier of predictive AI to help teams close more deals and drive more revenue. Aviso AI has generated 305 billion insights, analyzed \$180B in pipeline, and helped customers win \$100B in deals. Companies use Aviso to drive more revenue, achieve goals faster, and win in bold, new frontiers. By using Aviso's guided-selling tools instead of conventional CRM systems, sales teams close 20% more deals with 98%+ accuracy, and reduce spending on non-core CRM licenses by 30%.

## Account Executive - USA

- Sector:Computer Software
- Job Type:Sales/Business Development
- Minimum Experience Level:Experienced (Non-Manager)
- Education Level:Bachelor's Degree
- Remote Working:Yes
- Salary:Unspecified. Above market salary and generous equity.. (Full Time).
- Location:East Coast, Central/West Coast. United States.

### Job description

We have a lot of drive, smarts, and a ton of passion for what we do. The Account Executive (AE) is responsible for building client relationships with enterprise businesses within a specified region. People who excel at this job have the ability to prospect, develop, and close business within a timely manner while focusing on the clients' requirements. The AE must have the confidence and ability to negotiate and close agreements with Clients and support new customers through our on-boarding process.

If you are an energetic, self-managed professional with experience managing a complex sales process and possess excellent presentation and listening skills, organization and contact management capabilities, we'd love to hear from you.

### **This is the job for you if...**

- You have a track record of success in driving consistent activity, pipeline development, and quota achievement.
- You have excellent verbal and written communication, presentation, and executive level relationship management skills.
- You have strong interpersonal skills with an ability to excel in a team oriented atmosphere.
- You have tremendous work ethic with a passion for results.
- You have an exceptional level of drive and dedication coupled with a positive attitude.

- You have the ability to thrive in a fast-paced environment.
- You have the ability to understand customer requirements and identify business challenges for Aviso to solve.

### **And this is what you'll do...**

- Achieve sales quotas for allocated accounts and/or territory on a quarterly and annual basis by developing a sales strategy in the allocated territory with a target prospect list, and a regional sales plan.
- Prospect qualification and the development of new sales opportunities and ongoing revenue streams.
- Ongoing account management to ensure customer satisfaction and drive additional revenue streams.
- Arrange and conduct initial Executive and CxO discussions and positioning meetings.
- Accurately forecast profitable and predictable territory performance and required resources through adherence of our sales process.
- Work cross functionally with our sales development, marketing, product and customer service teams to deliver outstanding results.
- Evangelize the Aviso vision and complete value proposition through customer meetings, product demonstrations, in-market events and account specific initiatives.

Aviso is growing fast, and we're scaling our team to help enable and accelerate our growth. We are looking for people who share our values, challenge ordinary thinking, and push the pace of innovation while building a future for themselves and Aviso.

How do you want to make your impact?

### **Perks**

- Company Equity
- Health, Dental, and Vision Insurance
- Short- and Long-Term Disability
- Unlimited Time Off
- 401k + More
- Life Insurance
- Flexible Spending Accounts
- Commuter Benefits
- Catered Meals and Snacks