Enterprise Sales Executive Point Predictive – Remote

Authorized to work in the U.S.

We are looking for an Enterprise Sales Executive. As an Enterprise Sales Executive you will be responsible for managing a territory and quota within a high growth sales organization selling automaton & risk scoring solutions to an executive level audience. The primary targets will be lenders in the automotive, mortgage and personal finance industries. You will be responsible for leading and utilizing a team of experts throughout the organization to help drive opportunities to closure. This is a role for true hunters.

The Enterprise Sales Executive is expected to:

• Develop and manage to a territory/named account list that generates sufficient pipeline to meet quota targets

• Prospect into accounts to create pipeline using creative multi-touch campaigns to multiple stakeholders

• Build trust and credibility necessary to guide a prospect through the selling process

• Achieve or exceed annual quota targets and generate/update forecasts on expected quota attainment

• Execute sales process for sales opportunities including coordination of resources

• Develop and communicate solution and company value proposition

• Develop client proposals for solutions that meet or exceed client needs

• Build client relationship with buyer(s) and key influencer(s) securing business award

• Negotiate and drive to execution a contract maximizing value

• Qualify and progress leads to close

• Identify sales tool / resource needs to prevent / overcome objections and direct them to delivery

• Consult with client to craft solution and value proposition to their specific needs

Preferred Qualifications:

• Bachelor’s degree in Business, Computer Science, Business Administration or related field

• 5+ years of successful and quantifiable outside software sales experience

• Experience selling Risk Management solutions and/or analytics based solutions as a part of the sales process is a plus

• Experience in selling into large financial institutions, banks and credit unions in either the automotive or mortgage industry

• Experience in true enterprise selling to multiple stakeholders/departments with an organizations

• Experience selling SaaS solutions in a nimble, startup environment

• Demonstrated ability to achieve goals in a highly innovative and fast paced environment

• Proven presentation development and Executive level delivery skills, including virtual web conference delivery

• Ability to lead and coordinate activities across virtual teams and concurrently manage multiple tasks and resources to achieve objectives

• Passionate about excelling and delivering the highest quality solutions to make our clients successful

• Ability to travel 35%

We offer a competitive base salary coupled with highly leveraged sales commission structure, great benefits and perks that come from start-up organization. If you are looking for a great opportunity to grow your professional career and your income, hunger for experience, have a larger impact as part of a smaller team with minimal bureaucracy, this is definitely the right place for you. We are nimble, move fast, have a start-up culture and inclusively value everyone’s contribution as a team.