

National Account Executive: Injury Prevention SaaS Solution

Remedy Interactive
www.remedyiinteractive.com

Interested individuals should send their resume, cover letter and salary requirements to:
jobs@remedyinteractive.com

Remedy Interactive is the leading provider of innovative Software as a Service solutions to enterprise injury prevention and risk management leaders. Our Blue Chip customer list includes the University of California, Visa, Pacific Gas & Electric, Health Net and Disney. In the 9 years since Remedy Interactive rolled out its first version of our software, we have achieved a customer renewal rate of greater than 90%. A recipient of the "Best Place to Work in the Bay Area" Award (2008 and 2009 — based entirely on employee feedback), Remedy Interactive hires collaborative innovative thought-leaders who want to be a part of building, selling and delivering new and innovative solutions to enterprises across the country.

Reports to: Vice President of Sales
Title: National Account Executive
Location: Headquartered in Marin County, CA
Role: Full time

DESCRIPTION OF POSITION

Sales Responsibilities:

- Develop a deep understanding of the feature and value sets of a multi-product portfolio
- Understand the competitive set and key differentiators
- Manage a complex sale at large enterprises, including understanding the key stakeholders' needs; engaging with and manage multiple stakeholders in an organization; developing opportunity-specific goals and strategies; and managing a prospects' political landscape well
- Engage in systems thinking to frame and communicate a solution set that provides high value to the prospects
- Build pipeline through collaboration with marketing and cold calls; qualify opportunities; move opportunities through the pipeline
- Make presentations to prospects, virtually and in-person
- Create documents and engage in high quality written and verbal communication with prospects
- Negotiate contracts and close deals

Collaboration/Teamwork:

- Provide input to marketing, product management and sales leadership for the development of sales tools, messages and processes to optimize sales
- Work with the Customer Support team to manage initiatives (e.g., pilots, proof of concept exercises) designed to increase prospects' interest in our products

Results/Reporting:

- Contribute to setting sales goals; report against progress
- Create and manage a pipeline of target companies
- Maintain updated records on target accounts (using Salesforce.com)
- Provide weekly reports on pipeline progress and developments to sales leadership
- Report back to marketing, product management and sales leadership regularly with summary "findings and opportunities" for product and/or messaging changes

BACKGROUND AND SKILL REQUIREMENTS:

- High level performer selling \$50K+ deals into larger enterprises
- 2 or more years in lead qualification / telesales
- Experience successfully calling into Director positions or higher
- Experience selling into new categories; entrepreneurial
- Demonstrated track record at developing *and* managing opportunities simultaneously
- Demonstrated sales process discipline
- Demonstrated attention to quality
- Excellent verbal and written communication skills
- Excellent phone, presentation, and interpersonal skills
- Experience working in a metrics-based accountable organization
- Proficiency with standard corporate productivity tools (email, vmail, MS Office Suite) and Sales Force Automation/Customer Relationship Management application(s)
- Excellent time management skills and high degree of organization a must
- Upbeat, self-motivated tenacious team player
- Solution-oriented
- Outstanding listening and relationship building skills
- Enthusiasm about participating in and contributing to a positive office culture
- Familiarity with Software as a Service products and solutions and Environmental Health & Safety industry a plus
- Ability to travel 2-3 days per week within the United States and Canada
- U.S. citizen, or appropriate authorization to work in the U.S.
- B.A/B.S or equivalent work experience

Compensation for this position is commensurate with experience, and includes Healthcare, Dental, Vision, Long Term Disability, 401(k) + match and the best co-workers you can imagine.

RECRUITERS DO NOT CONTACT