



Account Executive – Inside Sales

Job Description

We are seeking smart, hungry, goal-driven sales account executive professionals to join our growing team in Pasadena, CA, selling SRK, our self-service cloud based analysis platform, which is already tackling the growing multi-billion dollar cloud market.

As an Account Executive at DrivenBI, you are in control and will develop long-standing relationships with prospective customers and executive leaders.

Speak with C-level individuals on a daily basis and manage the entire sales process from qualification to close.

Learn! Grow! Succeed! Develop your business and sales skills by working with and learning from technology veterans from Oracle and SAP.

Role and Responsibilities

- Manage and develop hot prospects from company provided high quality leads
- Drive your own lead development from personal network, webinars, email campaigns, and social networks
- Use web conferencing collaboration to demonstrate technology
- Provide your ideas and have a voice
- Lead the sales process and accurately track status and next steps at each stage
- Go above and beyond quarterly and annual revenue goals
- Stay up to date on latest BI technology, news, and competitors

Desired Skills and Experience

- Bachelor's degree in Business/Marketing, Computer Science, Statistics, Mathematics, or related subject area
- 2-3 years of experience in Direct Inside sales or sales support preferred
- Past, proven history of meeting individual revenue targets
- Goal oriented with loads and loads of initiative
- Not afraid to take on a challenge
- Excellent written and verbal communications skills
- Strong proficiency in MS Office tools including Word, PowerPoint, and Excel
- Experience with business intelligence tools is a plus
- Possess a WINNING mentality