

JOB TITLE:	AI Sales Specialist
LOCATION:	Remote, USA
REPORTING TO:	Sales Director
SALARY:	Dependent on experience

About Us

ConnexAI, a multi-award-winning leader in AI, SaaS, and Automated solutions, is transforming global customer experiences. Our innovative platform empowers businesses of all sizes to engage with their customers seamlessly and efficiently.

ConnexAI's global footprint spans multiple continents, with offices in the United States, the United Kingdom, South Africa, Kenya, Nigeria, Spain, and Australia. This strategic presence allows us to serve customers in diverse markets and provide tailored solutions that meet their unique needs.

Recognized as one of the next unicorn businesses in the Titans of Tech report 2024, ConnexAI is committed to excellence and innovation in the field of artificial intelligence. Our proprietary AI suite, Athena, automates business tasks, manages complex inquiries, and provides round-the-clock support across all communication channels. With Athena's AI-powered tools, businesses can make informed decisions, provide timely assistance, and elevate customer satisfaction.

By partnering with ConnexAI, businesses can optimise their operations, improve customer experiences, and achieve long-term success in today's competitive market.

Role Objectives

The AI Sales Specialist / Enterprise Sales Executive role is a key component of the ConnexAI sales team. The role focuses on developing and implementing account strategies resulting in client acquisition and revenue growth. Working closely within your team with a hunter's mentality to achieve sales targets across all channels. You will work closely with your Sales Director as part of the ConnexAI team.

Core Responsibilities & Duties

- Day to day management of your own calendar and your dedicated Business Development Executive.
- Meet and exceed sales quota.
- Define, develop and manage relationships with key individuals in the customer base and ensure the relationship with contacts are maintained at all levels.
- Prospecting into the C-suite
- Develop and implement account strategies that deliver on the sales objectives.
- Actively contribute information relating to sales and prospecting activities through regular feedback and sales and operational meetings.
- Continuous participation in ConnexAI product updates and sales training.

- Developing customer presentations and pricing proposals.
- New Logo acquisition
- Monitor and report on sales activities for Executive and Management teams.
- Regularly forecasts updates

Qualifications & Experience

- 5+ years of SaaS/High-Tech, Automation, with a strong preference in Conversational AI, RPA/BPA industry and has a deep understanding of the CX and contact center and engagement space.
- Hunter on all levels - SMB/MidMarket/Enterprise with a wide range of vertical experience - The U.S is your playground!
- Experience working in a startup-like environment
- Must have a strong entrepreneurial spirit.
- Experience and understanding of sales strategies and methodologies
- Track record of success driving revenue growth and increasing profitability
- Enthusiastic about generating pipeline development
- Experience using Salesforce as CRM
- Articulate, well spoken with excellent presentation skills

Benefits

- 15 PTO days + 11 US Federal Holidays
- Base salary plus commission
- Health, vision, dental, and life insurance
- Paid Time Off
- 401k

To apply for this role, submit your CV and any relevant personal information to hr@connex.ai

You may be required to work in an area of the company where work exists and for which you possess the necessary skills and/ or be prepared to undergo training/train others as required by the company.

This job description should be taken as a general guide and the company reserves the right to update and amend it in keeping with operational requirements, which may change from time to time.

