

JOB TITLE:	Enterprise Account Executive
LOCATION:	Remote, USA
REPORTING TO:	Sales Director
SALARY:	Dependent on experience

About Us

ConnexAI, a multi-award-winning leader in AI and SaaS 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 optimize their operations, improve customer experiences, and achieve long-term success in today's competitive market.

Role Objectives

The Enterprise Account Executive role is a key component of the Connex One sales team. The Enterprise Account Executive 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. You will work closely with your Sales Director as part of the Connex team.

Core Responsibilities & Duties

- Day to day management of your own calendar and your dedicated Business Development Executives.
- 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.
- Prospect into the C-Level on the Business and IT side.
- 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 Connex One product updates and sales training.



- Responsible for developing customer presentations and pricing proposals.
- Makes sales calls to new and existing customers.
- Monitor and report on sales activities for Executive and Management teams.
- Regularly update forecasts and Salesforce.

Qualifications & Experience

- 5+ years of SaaS/High-Tech sales, deal closing experience with a preference in CX or CCaaS industry
- Knowledge of the CCaaS enterprise market
- Track record of success driving revenue growth and increasing profitability
- Experience and understanding of sales strategies and methodologies, preference towards Customer Centric Selling and MEDDIC
- 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.

