

## ENTERPRISE SALES EXECUTIVE (NEW SALES)

**JOB TITLE:** Enterprise Sales Executive (New Sales)

**LOCATION:** San Diego, CA; On-Site; Full Time

We are looking for high caliber Enterprise Sales Executives (ESE) looking to join a fast-paced tech start-up at the ground level, to exponentially grow professionally and financially as you help us take the client to the next stage of revenue growth. In the ESE position you will be responsible for developing new business relationships and qualifying business opportunities, prepare and present proposals, and follow up and negotiate agreement terms that result in new revenue for the organization. You will become part of a dynamic team of sales professionals while working alongside our lead-gen, marketing and leadership team. Our culture is paramount to our success, so we want to ensure this is the best career decision you have ever made!

### **ROLES AND RESPONSIBILITIES:**

- **Customer Acquisition Strategies:** Set and execute customer acquisition strategies to generate monthly and quarterly revenue and bookings.
- **Customer Relationship Development:** Develop and maintain key customer relationships to expand the company's customer base.
- **Sales Call Management:** Schedule and attend sales calls, presenting proposals and negotiating agreement terms for new revenue.
- **Sales Forecasting and Process Management:** Provide detailed and accurate sales forecasting, managing the sales process, and tracking progress in Salesforce.
- **Strategic and Operational Planning:** Plan and execute at both strategic and operational levels, positioning the organization for growth and success.
- **Flexibility:** Operate effectively in a high-growth, fast-paced environment.

### **EXPERIENCE:**

- **2-4+ years** in software and/or application sales, healthcare, or benefits.
- **B2B sales experience**
- Strong track record of personal quota attainment success and achieving revenue goals.
- Proven track record of building satisfied, loyal, and referenceable customers.
- Bachelor's degree preferred

### **REQUIRED SKILLS:**

- Deep Understanding of B2B SaaS or software selling.
- Consultative Selling – Strong positioning, relationship building at all levels of an organization, sales pipeline development, and management.
- Communication skills - Impeccable presentation, proposal creation, and copy editing, speech, writing, and relationship-building abilities.
- Analytical skills – Strong analytical skills and a desire to implement and test new initiatives.
- Technical skills - Detailed knowledge of Microsoft Office: Word, Excel, PowerPoint, SharePoint, as well as Project Management tools, CRM tools such as Salesforce.

- Listening skills – Ability to understand not only what people say but what they might be hesitant to say or what they may otherwise be unable to effectively communicate.
- Interpersonal skills – Exceptional relationship-building skills. Ability to help negotiate priorities and align on common objectives swiftly.
- Flexibility/adaptability – Ability to change priorities quickly and often.

### **BENEFITS:**

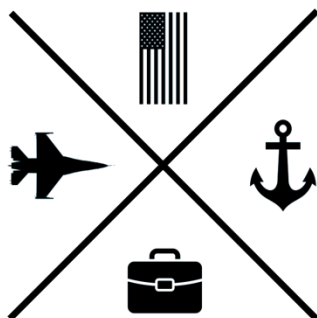
- **\$85,000- \$110,000 Base Salary DOE; \$160K - \$200K OTE, uncapped** (Full commission structure to be discussed on a per person basis.)
- Child Care
- Medical, Vision, & Dental package
- Unlimited PTO *\*after 120 day cycle\**
- 11 Holidays AND Birthday
- 401K plan
- Equity/Options

### ***Important Details***

*Our client is committed to creating an environment where employees thrive. It's why they provide every employee with unlimited PTO as of your 120<sup>th</sup> day of employments, private health insurance, and a 401K plan and of course, Child Care as a Benefit ☺. They also offer a laxed office environment, catered lunches in the office from time to time and fuzz ball and ping pong activities among others!*

*New employees will go through an intense 3 day new-hire bootcamp, which customizes the onboarding experience by role, provides new employees with invaluable hands-on training within their first few days at the company, and gives employees the chance to meet their new colleagues in-person.*

*Our client is an Equal Opportunity Employer, and they believe that every employee in the company brings a unique perspective that they can and should contribute in order to make an impact every day. We strive to be one team, one culture, and one family that builds trust through transparency. They do not discriminate based on race, color, religion, sex, sexual orientation, gender identity, age, national origin, protected veteran status or disability status.*



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*Redeployment is defined as “the process of moving people to a different place or using them in a more effective way.” We are a recruiting and executive search firm that uses our size and unique background to provide a personalized hiring experience to startups as they raise money, expand their business, and grow their team. With a focus in the biotech space, our expertise is getting to know and understand company culture, ensuring the RIGHT prospects are connected to the RIGHT companies. Reach out today!*

**Please send resume to: [Info@Redeployment.us](mailto:Info@Redeployment.us)**