

## Account Executive

### Description

**Mission:** FirstIgnite is developing the best-in-class software tool in the commercialization and innovation space to bring world-changing research to those capable of driving it forward.

**Responsibility Statement:** The Account Executive is responsible for delivering new customers to FirstIgnite from the university, research hospital and national laboratory markets.

FirstIgnite supports researchers capable of changing the world. We're seeking someone with a track record of exceeding expectations who can take control of all sales functions.

### Responsibilities

- Qualifying and understanding a prospect's needs.
- Running technical demos.
- Developing relationships with prospects and converting them to customers.
- Managing trial programs.
- Deep understanding of sales engagement and CRM software.
- Manage KPIs and metrics associated with success.
- Develop and maintain strong relationships with FirstIgnite customers.
- Provide quick and actionable feedback to the product development team in order to continuously improve functionality and effectiveness of the FirstIgnite platform.

### Qualifications

- Background and Education: We're seeking someone with 1-4 years of sales development or account executive experience.
- Mission Oriented: We take our mission seriously. Our leadership team is driven by the understanding that if we do our job successfully, we will play a small part in helping make the world a better place. It's important our entire team is passionate about the mission.
- Willingness to Learn: We work with very complex technologies. You do not need to be an expert on any individual technology, but you will constantly be learning enough from our clients in order to share the story of that technology with the world.

### Hiring organization

FirstIgnite

### Employment Type

Full-time

### Job Location

Remote work possible

### Date posted

February 15, 2024

### Valid through

07.03.2024