

**Company:** Nudge Software Inc.

**Website:** <https://nudge.ai/>

**Location:** Toronto, ON, Canada

**Job Title:** Account Executive

**Reports to:** Director of Sales

**Please send all inquiries to:** [info@neednudge.com](mailto:info@neednudge.com)

### **Who is Nudge?**

At Nudge we are focused on bringing the business world closer together, one “nudge” at a time. We are doing this with a cloud-based platform that tracks professional interactions to measure the strength of relationships, analyze how this applies to target accounts or opportunities, and use artificial intelligence to deliver the right messages at the right time. After creating the world leading marketing automation platform (Eloqua, sold to Oracle for \$957 million in 2013), our co-founders realized that we are now in a relationship economy, where people buy from people they know, like and trust. In a world that’s becoming overloaded with information, it’s becoming harder to build trusted, authentic relationships with buyers and customers – Nudge.ai was built to assist professionals to build real relationships again.

### **Role Description**

Account executives are responsible for revenue generation activities at Nudge.ai as an individual contributor. They are responsible for prospecting qualified leads, developing opportunities and ultimately closing new sales contracts for the business. While this role will be supported by our inside sales team, we will expect them to have a significant impact on all aspects of the sales process.

- Management of a pipeline of sales opportunities
- Prospecting new clients and managing relationships
- Closing annual and pilot contracts for sales technology
- Using data to build the sales process and effective materials
- Coaching, training and mentoring the inside sales team
- Working closely with marketing and product teams
- Tracking progress in Salesforce.com and consistently reporting

### **Skills and Experience**

- 3+ years of quota carrying experience
- Challenger sales mentality, with a focus on executing and iterating
- Strong communicator (written and verbal)
- Able to build and grow relationships with clients, prospects and team members
- Comfortable with cold prospecting to help the team build pipeline
- Willing to push the boundaries – great at conceptualizing ideas into solutions
- Self-starter – able to have a strong impact quickly

### **Perks**

- Work with an excellent team – including the co-founders of Eloqua (sold to Oracle for ~\$1bn)
- Health and wellness benefits provided by League – drug, disability, health spending account
- 15 vacation days and 5 personal days. Flexible hours to work remote when needed.
- Opportunities to travel to visit clients and prospects (bi-monthly)
- Competitive salary and commission plans
- Join the One Eleven startup community
- Fully stocked beer fridge