

## Job Title: Account Executive

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### SUMMARY

6Connex, a leader in virtual events software, has an exciting **sales opportunity** to help lead our growth in the Americas market. We are seeking someone who enjoys the entrepreneurial environment of a small company, and passionate about scaling a growth-oriented organization. This is a **mid-level sales position** responsible for generating **new sales and services revenue** targeting new logos. The ideal candidate has experience in SaaS sales models, and selling into functional departments (sales, marketing, training, and HR) within large enterprise organizations.

### ESSENTIAL DUTIES AND RESPONSIBILITIES

- Sells 6Connex products and services within assigned territory to exceed new business ACV sales (bookings) targets. Territory is primarily new logo prospects
- Uncovers and qualifies new logo prospects
- Ensures renewal of 6Connex products within a limited number of assigned accounts to meet renewal targets
- Seeks to up-sell existing revenue and close cross-sell opportunities of all product lines into new buying centers with existing customers
- Develops knowledge of the strategic/competitive/social/political/economic/legal/technical issues that the prospect faces and positions 6Connex as the solution of choice
- Develops and executes strategies to convert prospective opportunities to generate bookings
- Manages the sales cycle, marshalling and utilizing the expertise of internal specialists or experts where appropriate. Manages key meetings and proposal-stage negotiations
- Maintains regular contact with prospects before, during, and after the sale. Provides performance feedback to 6Connex management where appropriate
- Prepares and manages QBR and T2T meetings
- Thorough completion of RFI, RFQ and RFPs expected
- Maintains records (HubSpot) of lead generation campaigns, sales calls, visits, appointments, pipeline and forecasts to provide timely information
- Investigate and analyze customer data to identify ways to improve customer usage of 6Connex products and services and minimize risk of customer cancellations

### QUALIFICATIONS AND REQUIREMENTS

- Bachelor's degree required
- Minimum 3-5 years related work experience
- Demonstrated curiosity, resilience and endurance
- Must be able to generate own leads as well as follow up on leads provided

- Experienced in social media driven lead generation
- Strong familiarity with LinkedIn, including LinkedIn Navigator
- Must have excellent written and verbal / presentation skills
- Experienced using CRM tools - HubSpot CRM familiarity a plus
- Intermediate knowledge of MS Office (Word and Excel) or Google business applications a plus
- Experience with delivering technology remote demos
- Comfortable with sales cycle complexities
- Must be a self-starter
- Independent detail-oriented self-starter
- Teamwork oriented attitude

### **KEY PERFORMANCE INDICATORS**

- New Contract Sales (Gross ACV Bookings) versus Quota
- Continuous replenishment of pipeline
- Revenue growth of existing contracts
- Number of new logos acquired
- Number of new products or services introduced to clients in different departments
- Customer satisfaction (Net Promoter Score)

The position is located at offices in the Tech District in beautiful downtown San Antonio. We offer competitive compensation, great career growth potential and a comprehensive benefits package.

### **ABOUT 6Connex**

6Connex is a member of the Dura Software family of companies and providing global software and services for enterprise online events. Our cloud-based product portfolio includes virtual environments, learning management and webinars. Designed for marketing, sales, recruitment, training and HR communications, we transform big ideas into real-world results. Our customers include Salesforce, Blackrock, GE, SonicWall, Ericsson, CA Technologies and Fiserv. For more information, visit [www.6Connex.com](http://www.6Connex.com).

### **NOTE**

To be considered for this position, all candidates must complete the following culture index survey (it should take no more than 8-10 minutes of your time). Please copy & paste link below into your browser window to complete:

[https://www.cindexinc.com/users/ciims/processes/surveyInfo.php?USER\\_ID=44601&COMPANY\\_CODE=942739&h2=1552622125](https://www.cindexinc.com/users/ciims/processes/surveyInfo.php?USER_ID=44601&COMPANY_CODE=942739&h2=1552622125)

Job Types: Full-time, Commission