

Israel Jobs Expertini®

Account Executive - Israel

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Company: Stripe

Location: Israel

Category: other-general

Who we are

About Stripe

Stripe is a financial infrastructure platform for businesses. Millions of companies—from the world's largest enterprises to the most ambitious startups—use Stripe to accept payments, grow their revenue, and accelerate new business opportunities. Our mission is to increase the GDP of the internet, and we have a staggering amount of work ahead. That means you have an unprecedented opportunity to put the global economy within everyone's reach while doing the most important work of your career.

About the team

The IL team is a highly consultative sales team that is responsible for the growth of Stripe's customers within the region. We work with the most ambitious and fastest growing companies in the region, from the likes of Wix, Global-E, and Guesty. Stripe's payments and financial infrastructure unlocks new revenue streams and growth opportunities for their businesses.

What you'll do

As an Account Executive, you'll own the full sales cycle, from prospecting and closing to managing existing relationships and identifying new opportunities to expand Stripe's footprint within existing accounts. Specifically, we're looking for a self-starter, someone that can get very scrappy with limited resources, can execute on long-term sales strategies, engage with internal and external stakeholders, align on technical and business requirements with product teams, build value in competitive situations, lead commercial negotiations, and

close deals.

Responsibilities

Work with both new and existing Stripe customers to develop and execute long-term sales strategies to expand Stripe's revenue

Own the full sales cycle, from business case development, to deal structuring and negotiating, to close

Own a named account list and develop account plans for winning and expanding business with high growth technology companies

Develop outbound strategies to create and nurture opportunities

Drive deal strategy and commercial negotiations for large, complex renewals

Develop relationships with executive stakeholders within your book of business

Be responsible for account mapping and coordinating effective meetings with the appropriate external stakeholders expanding the customer relationship

Lead and contribute to team projects to develop and refine our sales process and help shape the Stripe sales culture

Who you are

We're looking for someone who meets the minimum requirements to be considered for the role. If you meet these requirements, you are encouraged to apply. The preferred qualifications are a bonus, not a requirement.

Minimum requirements

6+ years of sales experience, preferably selling a highly technical product to enterprise customers, with a track record of top performance

Ability to understand technical requirements and craft solutions across multiple products

Ability to develop and execute account plans spanning multiple business units across complex organizations

A knack for working well with a wide range of people, both internally and externally

Strong presentation skills, particularly for in-person meetings with multiple stakeholders

Proven ability to lead complex negotiations involving bespoke commercial agreements

Superior verbal and written communication skills in English

Ability to operate in a highly ambiguous and fast-paced environment

Strong interest in technology and a deep understanding of the space

Preferred requirements

Prior experience at a growth stage Internet / Software company

Payment/fintech tech experience

Superior verbal and written communication skills in Hebrew and English

Hybrid work at Stripe

This role is available either in an office or a remote location (typically, 35+ miles or 56+ km from a Stripe office).

Office-assigned Stripes spend at least 50% of the time in a given month in their local office or with users. This hits a balance between bringing people together for in-person collaboration and learning from each other, while supporting flexibility about how to do this in a way that makes sense for individuals and their teams.

A remote location, in most cases, is defined as being 35 miles (56 kilometers) or more from one of our offices. While you would be welcome to come into the office for team/business meetings, on-sites, meet-ups, and events, our expectation is you would regularly work from home rather than a Stripe office. Stripe does not cover the cost of relocating to a remote location. We encourage you to apply for roles that match the location where you currently or plan to live.

Pay and benefits

The annual salary range for this role in the primary location is €127,500 - €172,500. This range may change if you are hired in another location. For sales roles, the range provided is the role's On Target Earnings ("OTE") range, meaning that the range includes both the sales commissions/sales bonuses target and annual base salary for the role. This salary range may be inclusive of several career levels at Stripe and will be narrowed during the interview process based on a number of factors, including the candidate's experience, qualifications, and specific location. Applicants interested in this role and who

are not located in the primary location may request the annual salary range for their location during the interview process.

Specific benefits and details about what compensation is included in the salary range listed above will vary depending on the applicant's location and can be discussed in more detail during the interview process. Benefits/additional compensation for this role may include: equity, company bonus or sales commissions/bonuses; retirement plans; health benefits; and wellness stipends.

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