

## Enterprise Account Executive

[Apply Now](#)

Company: Watchful Technologies

Location: Netanya

Category: other-general

### Who are we?

Watchful is a Product Intelligence company, we provide our Customers with intelligence by revealing what their competitors are building, testing, and promoting before they release it to the general public. We are a fast-growing tech start-up trusted by Digital Product, Strategy, and Marketing teams at Fortune 500 companies.

We're looking for exceptional innovators who share this same DNA, to join us in building something different!

As part of Watchful's expansion initiative, we are looking to hire an Enterprise Account Executive. In this role, you will make a significant contribution to the growth and success of the business, by aggressively acquiring new logos, as well as managing profitable business relationships to assist in the achievement of the sales plan.

### Key Responsibilities

Sell to the US and Global Enterprise accounts.

Prospect and outbound your own pipeline and document all activities in SFDC.

Build relationships with the Director and VP+ prospects and internal stakeholders to grow new business.

Become an expert in identifying challenges our prospective customers face, which can be solved with competitive intelligence insights.

Create proposals based on customer's needs.

Close new business consistently at or above quota level.

Follow up on highly qualified opportunities and 'closed lost' opportunities.

Bring your knowledge, strategies, and ideas to advance our company's values, unique culture, and vision for the future.

3+ years in Enterprise Sales in a SaaS B2B company.

A track record of performance and outstanding target achievement in acquiring New Business.

Experience prospecting in a high-volume environment and booking meetings with Director and VP + titles.

Experience doing discovery calls with customers and ability to show value propositions.

Hands-on experience with Apollo, Sales Navigator, SFDC, and other tools.

Experience working with Competitive Intelligence and Strategy teams is a plus.

Background in Competitive Intelligence is a plus.

Experience in a startup environment is preferable.

Fluency in English (Native level is a plus). Additional EU language is a plus

[Apply Now](#)

#### **Cross References and Citations:**

- 1. Enterprise Account Executive**[Dohajobs](#) [Jobs Netanya](#) [Dohajobs](#) ↗
- 2. Enterprise Account Executive**[Technologyjobs](#) [Jobs Netanya](#) [Technologyjobs](#) ↗
- 3. Enterprise Account Executive**[Europajobscentral](#) [Jobs Netanya](#) [Europajobscentral](#) ↗

4. Enterprise Account ExecutiveAdvertisingjobs Jobs Netanya Advertisingjobs ↗
5. Enterprise Account ExecutiveNgojobsJobs Netanya Ngojobs↗
6. Enterprise Account ExecutiveCraftsjobsJobs Netanya Craftsjobs↗
7. Enterprise Account ExecutiveNewyorkcareerhub Jobs Netanya Newyorkcareerhub↗
8. Enterprise Account ExecutiveConstructionjobsJobs Netanya Constructionjobs↗
9. Enterprise Account ExecutiveSmartjobsearch Jobs Netanya Smartjobsearch ↗
10. Enterprise Account Executive Findengineeringjobs Jobs Netanya Findengineeringjobs ↗
11. Enterprise Account Executive Socialnetworkingjobfinder Jobs Netanya Socialnetworkingjobfinder ↗
12. Enterprise Account Executive Communityjobs Jobs Netanya Communityjobs ↗
13. Enterprise Account Executive Europajobscentral Jobs Netanya Europajobscentral ↗
14. Enterprise Account Executive Expertinireview Jobs Netanya Expertinireview ↗
15. Enterprise Account Executive Abudhabijobsearch Jobs Netanya Abudhabijobsearch
16. Enterprise Account Executive Physiotherapistjobs Jobs Netanya Physiotherapistjobs
17. Enterprise Account Executive AgilejobsnearmeJobs Netanya Agilejobsnearme↗
18. Enterprise Account Executive Chinajobs Jobs Netanya Chinajobs ↗
19. Enterprise account executive Jobs Netanya ↗
20. AMP Version of Enterprise account executive ↗
21. Enterprise account executive Netanya Jobs ↗
22. Enterprise account executive Jobs Netanya ↗
23. Enterprise account executive Job Search ↗
24. Enterprise account executive Search ↗
25. Enterprise account executive Find Jobs ↗

Source<https://il.expertini.com/jobs/job/enterprise-account-executive-netanya-watchful-technologie-214f156043/>

Generated on: 2024-05-06 by Expertini.Com