

Sales Account Executive

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Company: Next 15

Location: Israel

Category: other-general

Role overview

As a Sales Account Executive at oneninefive, you will help build new business opportunities and revenue growth. Reporting to the Senior Vice President of Go-To-Market (GTM), North America, your mission is to generate and nurture new business conversations, leveraging targeted outreach, networking at industry events, and utilizing cold outreach strategies. In close collaboration with our US team, you'll develop strategies tailored to the unique demands of the US market, effectively selling our global solutions.

You will have the option to work in a hybrid or fully remote setting.

As an Account Executive at oneninefive, you will:

Generate and nurture new business opportunities through targeted outreach, cold outreach, and networking at industry events and webinars.

Collaborate with the US team to develop strategies tailored to the US market, enhancing our ability to sell global solutions.

Manage and track lead engagement using HubSpot, ensuring pipeline development and goal achievement.

Forge strong relationships with product leads to understand and sell demand-generation solutions like content syndication, telemarketing, and paid media.

Craft and deliver compelling presentations that align with client needs, applying sales intelligence tools to refine messaging and improve sales effectiveness.

You will bring:

4+ years experience selling content syndication, telemarketing, or paid/social media solutions.

Understanding of B2B marketing industry trends, challenges, opportunities, and competitor landscape, with the ability to position ONF's offerings as superior solutions.

Knowledge of 360 sales cycle, from prospecting through to negotiation and closing, coupled with the ability to develop prospects from scratch and manage fast proposal turnarounds

Experience identifying and targeting potential clients across digital platforms, with a focus on selling to the US market and achieving or exceeding sales targets.

Proficiency in using CRM systems, ideally HubSpot, for sales and marketing activities.

Proficiency in using social media, especially LinkedIn, for business development, along with familiarity with LinkedIn Sales Navigator and ZoomInfo

The ability to create compelling value proposition presentations to senior decision-makers

Experienced in lead generation, pipeline management, nurturing sales opportunities, and closing deals.

Experience building strong relationships with customers or clients

And in return, oneninefive offers:

Medical, dental, and vision Insurance

401K Plan

x2 Volunteer Time Off days a year

Modern Health, mental health, and emotional wellness support

Progyny fertility services

ClassPass subscription

Learning and development budget

Custom career plans

Flexible working

Your birthday off

20 days annual leave for the first year, increasing to 25 days after 2 years of service

Regular social activities

The best tech and tools in the industry

Office transfer and secondment opportunities

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