

## Sr Account Executive

[Apply Now](#)

Company: Cadence Design Systems, Inc.

Location: Petah Tikva

Category: other-general

**At Cadence, we hire and develop leaders and innovators who want to make an impact on the world of technology.**

Cadence is looking for a high energy Sr. Account Executive in Israel!

Working at Cadence means working alongside the industry's brightest people and for the most innovative and leading companies around the globe. With Cadence technology, computational software expertise and collaboration, our customers turn great ideas into reality.

This is a unique opportunity to be at the business end of our organisation, represent Cadence and:

Act as the primary sales contact for specified accounts with responsibility of generating business from those accounts and from other open territory accounts

Work with internal (pre-sales engineers, application engineers, marketing, R&D) teams to develop and execute account plans and manage customer engagements.

maintaining solid customer relations and providing outstanding service

Forecast business pipeline and maintain it accurately.

Should be able to interact with the Global sales teams as need arises and contribute to the worldwide activities in such accounts that require a global approach

The role is based in Petach Tikva and requires extensive domestic travels.

Requirements:

BA/BSc Graduate, MBA will be an advantage

Minimum 8 years of experience in technology sales – EDA/semiconductor sales experience is preferred

Strong communication skills

Result oriented, team player, build long term customer relationships.

“Hungry” for new business opportunities and convert them in to long term business for the company

Ability to call high in the customer organizations while maintaining good relationship at all lower levels.

Excellent contract negotiation and sales skills.

Good team player, who can rally internal stakeholders and enjoys competition

Ability to work as part of a fast-paced team while demonstrating flexibility, reliability, and initiative

**We're doing work that matters. Help us solve what others can't.**

[Apply Now](#)

**Cross References and Citations:**

1. Sr Account ExecutiveSecurityguardjobs Jobs Petah TikvaSecurityguardjobs ↗
2. Sr Account ExecutiveCleanerjobsnearmeJobs Petah TikvaCleanerjobsnearme↗
3. Sr Account ExecutiveTeacherjobsnearme Jobs Petah TikvaTeacherjobsnearme ↗
4. Sr Account ExecutiveAgriculturejobs Jobs Petah TikvaAgriculturejobs ↗
5. Sr Account ExecutiveDevopsjobs Jobs Petah TikvaDevopsjobs ↗
6. Sr Account ExecutiveJobscanada Jobs Petah TikvaJobscanada ↗
7. Sr Account ExecutiveRestaurantjobsnearme Jobs Petah Tikva

**Restaurantjobsnearme ↗**

**8. Sr Account ExecutiveNetworkengineerjobsJobs Petah TikvaNetworkengineerjobs↗**

**9. Sr Account ExecutiveMexicojobs Jobs Petah TikvaMexicojobs ↗**

**10. Sr Account Executive PortugaljobsJobs Petah TikvaPortugaljobs↗**

**11. Sr Account Executive Australiacareers Jobs Petah TikvaAustraliacareers ↗**

**12. Sr Account Executive Australiacareers Jobs Petah TikvaAustraliacareers ↗**

**13. Sr Account Executive StockholmjobsJobs Petah TikvaStockholmjobs↗**

**14. Sr Account Executive Clerkjobs Jobs Petah TikvaClerkjobs ↗**

**15. Sr Account Executive Londonjobs Jobs Petah TikvaLondonjobs ↗**

**16. Sr Account Executive EmploymenowJobs Petah TikvaEmploymenow↗**

**17. Sr Account Executive Usajobsfinder Jobs Petah TikvaUsajobsfinder ↗**

**18. Sr Account Executive Smartjobsearch Jobs Petah TikvaSmartjobsearch ↗**

**19. Sr account executive Jobs Petah tikva ↗**

**20. AMP Version of Sr account executive ↗**

**21. Sr account executive Petah tikva Jobs ↗**

**22. Sr account executive Jobs Petah tikva ↗**

**23. Sr account executive Job Search ↗**

**24. Sr account executive Search ↗**

**25. Sr account executive Find Jobs ↗**

Source:<https://il.expertini.com/jobs/job/sr-account-executive-petah-tikva-cadence-design-system-0d5533169f/>

Generated on: 2024-04-29 by [Expertini.Com](https://il.expertini.com)