



JOB SPECIFICATION

Sales Account Executive

Fraxion Spend Management LLC



Fraxion Spend Management LLC
1000 Second Avenue, Suite 2500, Seattle, WA 98104
(206) 256 0771
fraxion.biz

About Fraxion

Fraxion develops cloud-based procurement solutions for effective spend management.

Trusted by companies across diverse industries and sectors, our customers achieve sustainable savings, agility and paperless efficiency using our solution. Fraxion provides complete operating expense control, systematic policy compliance; risk management and spend analysis.

We are raising the bar in our field through innovation and progressive technology.

Job title: Sales Account Executive

Fraxion is looking for a highly motivated and driven sales professional to join our growing sales team. You'll develop a powerful understanding of our procurement software and be the first face of our company to potential clients in showing them how to make smarter purchasing decisions and reduce operational spend.

What you'll do:

- Represent company by comprehensively learning and understanding offered product and services
- Respond appropriately to inbound Marketing Qualified Leads
- Develop a sales pipeline of Sales Qualified Leads and move prospects through the sales cycle
- Thoroughly research prospects as part of discovery to be well versed in how we can offer a comprehensive solution
- Host and perform product demonstrations to various levels of client organization
- Maintain sales related information by recording and documenting all activities in our Fraxion CRM system
- Work with team to develop and deliver sales proposals to prospects
- Network and participate in other activities to build relationships to develop new sales opportunities
- Provide timely and accurate forecasts to sales organization and executive management
- Meet and exceed monthly and quarterly sale targets and KPIs by consistently closing deals
- Collaborate with teams from product, marketing and with customers to continuously improve the sales process and lead generation

About you:

- Minimum 3-5 years of experience in SaaS/Tech sales
- Degree in Business, Finance or another relevant field (or equivalent)
- Proven track record with new account development
- Ability to learn new software quickly and articulate functionality
- A strong knowledge of finance, accounting, channel management, (experience in working with ERPs and related channels is an asset)
- Effective listening skills to fully identify and understand customer challenges and apply critical thinking to navigate proposed solutions
- Ability to speak confidently and present to all levels of professionals and engage with them in understanding how we can meet their challenges and goals
- Excellent written and verbal communication skills
- Passion and excitement about getting the win and a willingness to be prepared for everyday new challenges

What we offer:

In addition to being part of an innovative team where you'll play a key part of the real success story and the opportunity to make your personal growth a priority, we offer our employees a competitive compensation package which includes a commission plan, comprehensive health benefits for employees and family, 401(k) with employer match, remote work opportunity, flexible work environment, unlimited paid time off, paid holidays, career development.

Fraxion is committed to Equal Employment Opportunity without regard for race, ethnicity, gender, protected veteran status, disability, sexual orientation, gender identity or religion.

Please send resume to Human Resources: barbs@fraxion.biz