

United States Jobs Expertini®

Account Executive - New Logo, Transporean

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Company: Trimble

Location: United States

Category: other-general

Your Title: Account Executive - New Logo

Job Location: Remote, US

Our Department: Transporean

Are you a professional sales representative interested in working with disruptive cutting-edge technologies? Join our team as an Account Executive!

What You Will Do

As our Account Executive - New Logo Accounts, you'll be responsible for selling the company's products or services to and maintaining relationships with Net New Logos.

Requires travel to work with customers in a face to face environment.

Effectively manage a sales pipeline and achieve sales targets and forecasts, in a strategic, long-term sales cycle.

Prepare clear, concise, and professional proposals to existing customers.

Respond to RFI's (Request for Information) and RFP's (Request for Proposal).

Provide regular reports on sales activities, results and forecasts.

Establish C-Level contacts and develop new sales opportunities.

Participation in industry conferences, seminars, and other related events

What Skills & Experience You Should Bring

Bachelor's degree or equivalent experience

Minimum of 5 years of experience successfully selling SaaS solutions

A track record of consistently meeting or exceeding an annual quota

Exemplary presentation and communication across all levels of an organization

Advanced selling capability that showcases your commitment to strategy, customer relations, negotiation and ability to close

Technical ability to be proficient with MS Dynamics, SalesLoft and ZoomInfo

About Trimble

Dedicated to the world's tomorrow, Trimble is a technology company delivering solutions that enable our customers to work in new ways to measure, build, grow and move goods for a better quality of life. Core technologies in positioning, modeling, connectivity and data analytics connect the digital and physical worlds to improve productivity, quality, safety, transparency and sustainability. From purpose-built products and enterprise lifecycle solutions to industry cloud services, Trimble is transforming critical industries such as construction, geospatial, agriculture and transportation to power an interconnected world of work. For more information about Trimble (NASDAQ: TRMB), visit:

About Our Transporeon Division

At Transporeon, a Trimble company, our mission is to bring transportation in sync with the world. We power the largest global freight network of +1,300 industrial shippers, +100 large retailers and +145,000 carriers and logistics service providers. They execute 220,000 transactions per day on our platform and process around €48bn in freight spend per year. Our leading Transportation Management Platform connects all actors along the supply chain. It facilitates collaboration between the different parties, helps to automate manual processes and provides valuable real-time insights. The modular Application Hubs solve specific logistics challenges and range from freight sourcing over transport execution and dock and yard management to freight audit and payment. Data hubs provide insights into logistics operations, market developments and carbon emissions, next to ensuring transparency in the supply chain through visibility. Our platform works across all geographies and all modes of transportation, empowering logistics teams to move, manage and monitor freight. For more information visit .

Trimble's Inclusiveness Commitment

We believe in celebrating our differences. That is why our diversity is our strength. To us, that means actively participating in opportunities to be inclusive. Diversity, Equity, and Inclusion have guided our current success while also moving our desire to improve. We actively seek to add members to our community who represent our customers and the places we live and work.

We have programs in place to make sure our people are seen, heard, and welcomed and most importantly that they know they belong, no matter who they are or where they are coming from.

[Trimble's Privacy Policy](#)

Pay Equity

Trimble provides the following compensation range and general description of other compensation and benefits that it in good faith believes it might pay and/or offer for this position. This compensation range is based on a full time schedule. Trimble reserves the right to ultimately pay more or less than the posted range and offer additional benefits and other compensation, depending on circumstances not related to an applicant's sex or other status protected by local, state, or federal law.

Bonus Eligible?

No

Trimble offers comprehensive core benefits that include Medical, Dental, Vision, Life, Disability, Time off plans and retirement plans. Most of our businesses also offer tax savings plans for health, dependent care and commuter expenses as well as Paid Parental Leave and Employee Stock Purchase Plan.

Trimble is proud to be an equal opportunity employer. We welcome and embrace our candidates' diversity and take affirmative action to employ and advance individuals without regard to race, color, sex, gender identity or expression, sexual orientation, religion, age, physical or mental disability, veteran status, pregnancy (including childbirth or related medical conditions), national origin, marital status, genetic information, and all other legally protected characteristics. We forbid discrimination and

harassment in the workplace based on any protected status or characteristic. A criminal history is not an automatic bar to employment with the Company, and we consider qualified applicants consistent with applicable federal, state, and local law.

The Company is also committed to providing reasonable accommodations for individuals with disabilities, and individuals with sincerely held religious beliefs in our job application procedures. If you need assistance or an accommodation for your job, contactom

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