

United States Jobs Expertini®

Account Executive

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Company: Ping Identity

Location: United States

Category: other-general

Reporting to the Regional Sales Director, the Account Executive is a field-based position with ownership of an assigned territory focused on net new logo and upsell opportunities.

You will have the ability to utilize a robust internal resource model, a broad tech stack, and a global partner directory to position yourself for future success.

You will:

Create, implement, measure and review a personal plan that drives achievement of performance goals aligned to the regional sales strategy.

Position and articulate our value proposition to customers to maximize the business opportunity.

Negotiate and close complex contracts with the support of global partners.

Report on sales activity and forecasts to senior management.

Prepare indicative subscription pricing and customer offers, including reviewing broader opportunities such as training and professional services modules, and guides request for proposal responses.

Provides customer feedback to marketing, customer success, product management, and engineering teams.

Work collaboratively to acquire additional/specialist resources as needed.

You have:

2-5 years of field quota-carrying experience selling cybersecurity software solutions.

Results-oriented with multiple years meeting or exceeding quota within the market.

Sustainable record of signing strategic and large projects, with long and complex sales cycles.

Established sector-related C level contacts.

Successful record dealing with strategic buyers.

Deep knowledge of the relevant key drivers of change in the industry.

Background working with regional/national/global partners and system integrators.

Prior training and experience in value selling and account planning methodologies.

Our Benefits:

Open PTO

Parental Leave

Free Healthcare Option

401(k) Match

Generous Holiday Schedule

Commuter Offset (Denver only)

Education Reimbursement

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