

United States Jobs Expertini®

Commercial Account Executive

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Company: Celigo

Location: United States

Category: other-general

Integration meets innovation

Celigo is a modern integration and automation platform (iPaaS) on a mission to simplify how companies integrate, automate, and optimize processes. Purpose-built for mission-critical processes, Celigo offers unique tools such as runtime AI and prebuilt integrations tailored to resolve the biggest integration challenges, making Celigo incomparably easier to maintain.

If you are passionate about solving integration challenges and believe that integration should be easy and simple for both technical and business users, then this is the role for you!

Celigo is looking for an experienced **Commercial Account Executive** for sales of our iPaaS solution. This is a new logo acquisition (hunting) role that will report to the Manager of Commercial Accounts.

Who are we looking for?

A SaaS technology salesperson with 3+ years of success in a quota-bearing, direct sales role

Experience managing value-focused, technical sales cycles from beginning to end, leveraging sales skills, domain experience, and Solution Architects & Solution Consultants

Experience selling a Suite of products

Experience building a qualified pipeline, managing both targeted outbound prospecting and inbound demand

Excellent written and verbal communication skills

A BS/BA degree or equivalent practical experience

Experience working with channel partners and ISVs is a plus

Strong command of key business issues and how connectivity and integration solutions affect business outcomes is a huge plus

What would you do, if hired?

Manage an assigned territory, surpassing quarterly revenue targets through new customer acquisition

Maximize ASP through full-cycle, value-based selling with prospects and customers

Work with partners and ISVs to support and help deliver integration solutions

Negotiate pricing and contractual terms

Ensure orderly handoff to Celigo Account Management team in accordance with Celigo sales policy

Limited travel will be required for this position

Celigo reasonably expects to pay a base salary between \$70,000 - \$80,000 per year for this position. Actual starting base pay will be determined by skills, experience, geographic location, and other non-discriminatory factors permitted by law. Total compensation may also include variable incentives, benefits, or other perks as outlined in any formal employment offer made.

Why Celigo

Celigo is a Visionary in the 2024 Gartner Magic Quadrant for iPaaS, a 2024 Gartner Customer Choice for iPaaS, a G2 iPaaS Leader, and a recognized leader in AI.

Remote-first culture

Competitive compensation

High-growth, collaborative, and inclusive work environment

Starting with your first year, we offer 3-weeks of vacation, wellness days, and holidays to

recharge and spend time with family and friends

Generous benefits package, including parental leave

Monthly tech stipend

Recognition opportunities

Diversity, Equity, Inclusion, and Accessibility

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