

Senior Account Executive

Are you passionate about bringing people together? Are you inspired by enabling leadership, driving change and giving people a voice? If so, keep reading...

Thoughtexchange empowers organizations to lead group discussions about things that matter. Leaders from all over North America inform critical decisions with powerful, patent pending analytics and visualizations supported by our software and world class service team. Millions of thoughts have been shared and rated on the Thoughtexchange platform and with a fresh round of financing Thoughtexchange is ready to scale.

We are looking for Account Executives with experience in solution selling organizational solutions to K-12, higher ed, healthcare and corporate markets.

If you are experienced in sales, a good person, interested in change management and engagement and you want to be part of a fun and growing BC tech company, get in touch.

Responsibilities include:

- Solution selling to previously qualified leads
- Managing a sales pipeline, closing deals and hitting sales targets
- Attending thought leadership conferences and facilitating discussions with prospects
- Contributing to team goals

Required Skills:

- 5-10 years of sales experience preferably in complex solution selling environments
- Top achiever and excellent previous sales results
- Strong personal communication
- Ability to work in a fast changing environment
- Ability to combine empathy, humour, killer instinct and vulnerability in appropriate portions
- CRM skills

About Thoughtexchange

- We provide software and services to let customers lead online group conversations with 5 to 50,000 people
- Our patent pending algorithms analyze our large volumes of collected data to provide deep insights for our customers, allowing them to make informed decisions
- We are a team of more than 100 inspired people
- We have closed more than \$18M of investment from some of Canada's top investors

We have offices in Vancouver, Port Moody, Rossland and Nelson and we support and encourage working from home. For this role we prefer you to be located near our main offices in the West Kootenays or Lower Mainland/Vancouver. Salary, commission and equity in the company commensurate with skills and experience.