

## >> Sales Executive

**Location:** Remote

**Reports To:** Director of Sales

**Position Type:** Full-Time

### Company Overview

accelant is an Elite HubSpot solutions partner agency dedicated to catapulting businesses to new heights through expert guidance and innovative strategies. With a proven track record, we specialize in launching HubSpot platforms and optimizing them for accelerated growth. Our seasoned team is comprised of more than 25+ industry-leading professionals skilled in marketing, sales, service, and revenue operations. Founded by George Roadman, who witnessed firsthand the transformative potential of HubSpot, accelant was born out of a mission to empower businesses with the same success. Join us in shaping the future of business growth acceleration through HubSpot.

### Role Responsibilities Overview

We're seeking a Sales Executive to lead the pursuit and conversion of upmarket opportunities with enterprise clients. In this role, you'll manage the full sales cycle—from initial contact to close—focusing on high-value deals that drive strategic growth for accelant.

### Key Responsibilities

- **Enterprise Sales Execution:** Drive new business by targeting and securing high-value enterprise clients. Engage key decision-makers through strategic outreach and relationship-building.
- **Opportunity Identification & Qualification:** Identify, research, and qualify enterprise-level prospects that align with accelant's ideal customer profile (ICP).

- **Full-Cycle Deal Ownership:** Manage all stages of the sales process—conduct discovery, craft tailored proposals, navigate complex buying processes, and close deals.
- **Cross-Functional Collaboration:** Work closely with the Solutions team to align client needs with accelant's offerings and ensure smooth transitions post-sale.
- **Pipeline & Performance Tracking:** Maintain accurate records of sales activity and pipeline status in HubSpot. Provide regular updates on performance, forecasts, and key metrics.

## Qualifications

- 3-5 years in sales, preferably in SaaS or technology with at least 3 years of closing experience.
- Experience engaging and qualifying large enterprise clients.
- Strong understanding of B2B sales processes, particularly the MEDDIC qualification framework.
- Familiarity with HubSpot and sales automation tools.
- Excellent communication skills, with a passion for learning and growing in sales.

## Compensation and Benefits

- Competitive salary
- 401K program
- Health benefits
- Employee equity program
- 4 weeks annual PTO + Company holidays
- Laptop provided
- Remote work environment with flexible scheduling
- Innovative, collaborative work environments

## How to apply

Email your resume to [marco.cable@accelant.com](mailto:marco.cable@accelant.com) for more information or [apply here](#).