

## Account Executive Job Description

Ecotrak is a facility management software company that connects their customer's finance, operations, and facility needs into one central software application. We empower our customers with useful data to make actionable business decisions.

We have fully remote and hybrid positions available. Our corporate office is in Irvine, CA.

### Responsibilities:

- Responsible for full cycle selling - from prospecting to closing deals
- Conduct cold calls and email campaigns to prospective customers
- Research prospective customers via websites, news sources, and CRM-documented activity
- Prioritize, follow-up, and qualify leads sourced from our marketing efforts and automation platform
- Conduct product demos
- Take initiative to gain a deep understanding of the Ecotrak software
- Stay informed about competing products and services
- Engage effectively with Facility, Finance, and Operations executives to communicate relevant Ecotrak benefits, solutions, and values
- Utilize HubSpot CRM to plan and document all activities
- Close sales and achieve sales targets

### Requirements:

- 3+ years of consecutive, successful B2B Sales experience (software is a plus)
- Capable and proven track record of full cycle selling - from prospecting to closing
- Exceptional at discovery, conducting solution presentations, objection handling, multi-threading, and negotiating
- Working knowledge of Hubspot or other CRM tools
- Ability to take a complex issue and break it down for your clients
- Excellent communication skills, both verbal and written
- Exceptional active listening skills and engagement with clients and co-workers

### Nice to Haves:

- Bachelor's degree in business or a related field



- Experience in one or more of the following industries: restaurant, healthcare, or retail
- Experience in a startup environment
- Familiarity with HubSpot CRM

**Benefits:**

- Supportive Work Culture
- Medical, Dental, Vision, Life, and 401(k) with match
- Tuition reimbursement
- Company Swag
- Opportunities for career growth
- More listed at [Ecotrak.com/careers](https://ecotrak.com/careers)

**Salary:**

- 75k - 100k base with an OTE of 150k - 200k (uncapped commissions)

Are you interested in applying for this role? Please email your resume to Jaclyn Pittman, Director of HR at [jpittman@ecotrak.com](mailto:jpittman@ecotrak.com).