



Are you an excellent Sales Account Executive, knowledgeable about new business, strategic verticals and regions and ready to be part of something big?

## WHY ZEALID?

**We have a vision that is bold and audacious.** We want to be the preferred provider of a legally recognized electronic identity and e-signature for all global internet consumers. What we do matters.

**We believe in empowerment.** At ZealiD, every employee is the director of their own movie.

**We love distributed teams.** ZealiD's home-base is Stockholm, but we have office in Vilnius and remote colleagues in Germany. An international remote culture is in our DNA.

**We care about you.** ZealiD works hard to create a positive environment for our employees, and we think your life outside of work is important too. We support our teams with great benefits like flexible work conditions.

**We value diversity.** At ZealiD we already have 10 nationalities and speak 15 languages. Growing and maintaining our inclusive and diverse team matters to us.

**We are passionate.** ZealiD is built by passionate people dedicated to the mission and our product.

## WHAT YOU'LL BE DOING

- The ideal candidate will help drive revenue growth by building a strong pipeline of sales leads and helping create the market strategy; building a strong network of customers and opening doors to ZealiD's products and services.
- You will be championing and representing the customer at all levels internally.
- Generate and manage your own funnel of direct sales opportunities as well as handling enterprise opportunities that come through Direct Touch Partner Channel Sales. You will need to progress through the sales cycle and provide accurate reporting and forecasting based on results at each stage.
- You will establish a trusted/strategic advisor relationship with each key customer and drive the continued value of ZealiD's products and services.
- You will work with customers to establish critical goals, or other key performance indicators and aid the customer in achieving their business goals.
- Remain aware of all competitive activities within accounts and work to prevent attrition.
- Leverage existing strategic relationships to increase product adoption.
- Maintain and grow revenue within your portfolio of accounts.
- Assist marketing to create sales assets such as blogs, presentations, webinars, references, case studies, and target account lists.
- Prepare activity and forecast reports on top accounts, aiming to meet or exceed targets.
- Support sales programs as required to drive pipeline and sales.
- Consistently delight customers by providing them with the best customer experience with ZealiD.

## DESIRED EXPERIENCE

- Strong sales experience in enterprise software, SaaS, or web services.
- Proven track record of consistently meeting or exceeding quota.
- Success selling to leading customers that trust and respect you.
- Impeccable written and verbal communication skills. You are a strong listener and communicator.
- Hands-on, high energy, passionate, and knows how to get things done.
- Awesome communication and presentation skills
- Ability to understand and articulate the ZealiD API and cloud communications industry knowledge is a plus point.
- Experience selling consumption-based cloud software platforms.
- Native German speaker with fluency in English. Additional languages are a plus.

## YOUR TASKS

- Execution of regional plan to ensure ZealiD meets its objectives of continued growth in key markets and future regions.
- Accountable for driving sales, revenue, and meeting or exceeding quota goals
- Work closely with the key stakeholders across the ZealiD business including Channel, Client Success, Marketing, Product to ensure the regional efforts are aligned and executed.
- Effectively and independently deliver the ZealiD company story, value proposition, and product demonstrations.
- Prepare and manage proposals, quotes, and contracts where needed
- Managing all aspects of the sales cycle including: prospecting, sales campaign/meetings, negotiation close, account management (Hubspot)
- Accelerate customer adoption and ensure customer satisfaction

Then join us and be part of the solution - [jobs@zealid.com](mailto:jobs@zealid.com)