Account Executive

(Full-time), d/f/m

bao's Account Executives are at the center of our mission to help everyone have the perfect sales conversation. bao offers Europe's #1 conversation intelligence solution. As part of bao's growing sales team, you will be laser focused on establishing relationships with prospects, managing a structured sales process and providing great customer experiences.

Your Goals

- **Develop new customers:** Work collaboratively with Sales Development to build qualified pipeline of prospective clients
- **Deliver revenue growth:** Identify key stakeholders in the decision making process and apply up to date sales methodologies
- **Manage perfect data accuracy:** Track all opportunity details in Salesforce, using the bao conversation intelligence to improve your sales process
- **Participate in industry leading processes:** Leverage our own proprietary sales technology and leading sales tech stack to manage an exceptional end to end sales process.

Your profile

- Experience selling to VP and C-level executives, ideally at B2B SaaS organizations
- Validated quota achiever (top 10% in your company)
- Strong interpersonal and presentation skills
- Outstanding verbal and written communication skills
- Willingness to travel to client meetings and internal off-sites (when possible)

Why bao

- Well-funded and backed by top investors & angels
- Hyper-growing, diverse and international team of innovators and entrepreneurs
- State of the art tech stack incl. Europe's Nr.1 Conversation Intelligence: bao
- Full responsibility from day one and being part of our hierarchy-free and results-driven working environment
- Competitive salary plus attractive stock compensation package
- Flexible working hours, annual travel allowance for working remotely
- Attractive perks including gym memberships, German language course, top of the line MacBook or Linux machine, and a professional development budget of 1.500 € per year

Salary: 120.000€ OTE

bao
SOLUTIONS

Have we aroused your interest? We look forward to receiving your application including your resume and earliest possible start date.

Contact

If you are interested, send your CV directly by e-mail to:
Patrick Trabert, Director Sales & Customer Success
E-mail: pt@bao-solutions.com
Phone: 0160 5905226

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