

Account Executive

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Company: Jobly.fi

Location: Denmark

Category: other-general

Job Title : Account Executive

Experience: Minimum +3 years (Mid to Senior level)

Company : Fullview

Location : Remote or Copenhagen Office

(Remote must be within 1-2 hours of CET timezone)

About Fullview:

Fullview is a rapidly growing venture-backed startup dedicated to empowering companies to provide exceptional customer support experiences at scale. With strong support from investors behind successful companies like Pleo, Revolut, Snapchat, and more, we are poised for continuous growth and innovation to help companies deliver faster technical customer support. We are currently seeking a dynamic and creative Account Executive to join our team and help drive our sales initiatives to new heights.

Position Overview:

As an Account Executive at Fullview, you will play a pivotal role in driving the company's sales. We are open to a range of seniority, but minimum 3 years is required in SaaS sales in a deal closing role. You will be among the first in this kind of role at Fullview, hence have the chance to build a playbook with the founders and grow personally with the company. You will be responsible for developing your own pipeline via outbound and closing mid-market deals with ACVs of +\$10K (full stack sales).

Key Responsibilities:

Manage pipeline of mid-market companies and close deals

Manage your own pipeline of deals, run discovery, present demos of Fullview and USPs, and build relationships with stakeholders to close deals to meet ARR targets.

Build pipeline via your own outbound activities :

You're comfortable with cold outbound via email, linkedin and phone and can meet a minimum of 2-3 meetings booked per week which you will close yourself every quarter.

Execute social selling playbooks on LinkedIn :

Build your brand in the customer support field by crafting great content to appeal to potential prospects, and use best in class social selling techniques.

Collaboration:

Work closely with founders who currently lead sales to build repeatable playbooks over time.

Qualifications :

Proven experience in SaaS sales (+3 years in both outbound pipeline generation and closing deals as top performer).

Worked in a startup setting without predefined structure (Big co experience is great too but we do have a bias for candidates who've worked in early stage companies before)

Excellent communication and collaboration skills.

Self-motivated and able to work independently as well as in a team.

A passion for staying up-to-date with the latest customer support trends and technologies.

What We Offer:

Competitive salary, bonus commissions and equity commensurate with experience.

Opportunities for professional development and training, and lots of career growth.

Uncapped commission structure.

Work directly with founders in a flat hierarchy.

Fullview is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

How to apply:

If you are a highly motivated individual with a passion for driving growth through direct sales and are excited about contributing to Fullview's mission, we encourage you to apply for this exciting opportunity.

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