

Senior Account Ops Executive

Washington, D.C.

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At Neptune Ops, we focus on one thing so that we can do it our best—we deploy the latest technology to help clients succeed in public affairs campaigns and elections. We help our clients avoid the pitfalls of technology disruptions, and capitalize on the opportunities created by these changes.

As our company continues to grow, Neptune is hiring for a unique role that sits at the intersection of ad tech sales and public policy. The role will primarily support the adoption of our new, proprietary software, [AI-™: Advanced Influencer Intelligence](#), which is already re-defining influencer targeting in public affairs.

The Senior Account Ops Executive will conduct outbound and in-person sales communications to public affairs firms, lobbying firms, political consultants, trade associations, and other target clients. Most communications will be B2B to other consulting firms who Neptune Ops acts as a white-labeled digital partner to, providing these firms with a full suite of the latest digital tools to enhance their product offerings. Outbound sales communications will consist of a combination of digital channels, all of which are enhanced by a robust content marketing and advertising program. The role will require in-person meetings in the Washington, DC, Maryland, and Virginia (DMV) metro area and occasional travel.

The essential traits to succeed in the role are a combination of experience in: (1) tech sales, political fundraising, or an adjacent client development role (2) AI and other advanced technologies such as ad tech, martech, or SaaS sales, and (3) public affairs, politics, or public policy. The successful applicant will be a proven hustler through various career experiences. The applicant will receive thorough training in Neptune's offerings across various technology platforms.

Must Haves:

- 5+ years of experience and a demonstrated record of success working in a combination of the following roles:
 - Political technology sales such as: digital advertising, advocacy software, legislative tracking software, AI products, or related technologies
 - Non-political technology sales such as: ad tech, SaaS, channel partner sales, or martech
 - Senior level political fundraising
 - Public affairs agency client development
 - Ad agency client development
- Located in Washington, DC, Maryland, Virginia metro area
- Experience working with CRM and outbound sales tools, such as HubSpot, LinkedIn, Apollo, AI SDRs, or related products to manage and nurture sales leads
- Excellent project management skills with a particular focus on attention to detail and meeting deadlines
- Ability to work collaboratively with internal teams and external partners in a fast-paced, start-up environment
- Strong written and verbal communication skills including comfort in presenting technology demos
- Demonstrated hustling in your career experiences
- Proven reliability and professionalism

- Relentless nurturing potential leads and comfort being told no, ghosted, or ignored
- Passion for innovating in the sales process, including leveraging AI tools to improve results
- Interest in learning the latest AI tools in the ad tech space, and how these tools can be deployed to drive policy and election outcomes

Location, Perks, Salary, and Benefits:

This is a full-time, fully remote benefits eligible role based in the Washington, DC, Maryland, Virginia (DMV) metro area. Neptune Ops provides a robust suite of benefits including: discretionary time off, health, dental, vision, mental health, paid family leave, pet, and legal insurance as well as 401(k) match, front loaded sick time, holiday pay, and paid time off for bereavement and jury duty. Additionally, we provide extensive training and mentoring in the latest AI-driven ad tech and a fast-paced, exciting, start up environment where you will drive outcomes on critical public policy issues.

The anticipated base salary range for this position is \$100,000-\$120,000. This position is also eligible for an uncapped commission plan with accelerators. More than 50% of total compensation is expected to derive from commissions. Base compensation is determined by many factors including: geography, the candidate's skills, experience, and internal equity.

Neptune Ops is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion (including religious dress and grooming practices), creed, sex, gender, gender identity or expression (including transgender status), pregnancy (including childbirth, breastfeeding, and other related medical conditions), marital status, registered domestic partner status, age, national origin or ancestry, physical or mental disability, medical condition, military and veteran status, sexual orientation, genetic information, hairstyle, reproductive health decision-making, exercise of right to bereavement leave, or any other basis protected by federal, state or local laws.

Compensation

\$100,000-\$120,000 per year