



Engine Job Posting

Job Title: Senior Account Executive, Sales

Location: Rogers, Arkansas

Company: Engine Data Science, LLC

About Engine:

Engine is an Omni analytics and Data Science company dedicated to providing CPG Suppliers and Retailers with exceptional solutions and service. As a leading data technology platform, we pride ourselves on innovation, integrity, and delivering exceptional value to our customers. We are seeking an experienced Account Executive who is highly motivated and results-driven to join our team and contribute to our growth.

Role Overview:

As a Senior Account Executive at Engine, you will be responsible for driving revenue by directly engaging with potential clients, managing the full sales cycle, and closing high-value deals. This is an individual contributor role focused on selling our portfolio of solutions to mid-market and enterprise-level companies. You will be responsible for identifying opportunities, building strong relationships, and delivering tailored solutions that meet client needs. You will play a key role in expanding Engine's client base and driving revenue growth.

Key Responsibilities:

- **Full Sales Cycle Management:** Own the end-to-end sales process, including prospecting, outreach, qualification, presentations, negotiations, and closing deals.
- **New Business Development:** Proactively seek out and engage new business opportunities through networking, cold outreach, inbound leads, and partnerships. Identify key decision-makers and establish meaningful relationships to build a pipeline of qualified opportunities and leads.
- **Solution Selling:** Understand client needs and challenges, and develop tailored presentations and proposals that demonstrate how Engine's solutions can deliver value.
- **Account Management:** Ensure long-term client satisfaction by maintaining relationships post-sale, identifying upsell and cross-sell opportunities, and working closely with the customer success team to ensure successful onboarding.
- **Quota Attainment:** Consistently meet or exceed annual sales targets through diligent pipeline management, accurate forecasting, and timely follow-ups.
- **Pipeline & Forecasting:** Maintain up-to-date records of client interactions and sales activities in CRM to effectively manage the sales pipeline, ensuring accurate forecasting, timely follow-ups, and provide regular reporting on sales pipeline and progress towards goals.
- **Collaboration:** Work closely with cross-functional teams, including product, marketing, and customer success, to ensure alignment in delivering value to clients and optimizing the sales process by sharing feedback from the field.

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<https://engine.net/>



- **Market Knowledge:** Stay informed about industry trends, client needs, and competitive offerings, using insights to improve sales approaches and strategies.

Qualifications:

- **Experience:** 5-8 years of experience in B2B sales with a proven track record as an individual contributor, preferably in the data, SaaS, &/or digital media measurement sector.
- **Proven Success:** Demonstrated ability to meet or exceed sales quotas, close high-value deals, and build long-lasting client relationships.
- **Consultative Selling:** Strong consultative selling skills with a deep understanding of how to map customer needs to business solutions.
- **Communication & Negotiation Skills:** Excellent communication, negotiation, and presentation skills, with the ability to articulate complex solutions in a clear and compelling way.
- **Tech-Savvy:** Familiarity with CRM systems (e.g., Salesforce, HubSpot) and sales enablement tools. Knowledge of the data management technology space is a plus.
- **Hunter Mentality:** A proactive approach to finding and closing new business, with a focus on driving revenue growth.
- **Goal-Oriented:** Highly motivated and results-driven with the ability to work independently and prioritize tasks effectively.

Preferred Experience:

- Bachelor's degree in business, marketing, or a related field
- Experience in B2B sales working within the CPG and Retail industry
- Experience selling data technology, SaaS, &/or media measurement fields
- Familiarity with mid-market and enterprise sales cycles, experience working with C-suite executives is a bonus

What We Offer:

- Competitive base salary with attractive commission structure.
- Health, dental, & vision insurance.
- Unlimited paid time off and holidays.
- Access to cutting-edge tools and resources.
- Collaborative, fast-paced work environment.

Applicants must be authorized to work for any employer in the U.S. Engine is unable to sponsor or take over sponsorship of an employment Visa at this time.