

To get the best candidate experience, please consider applying for a maximum of 3 roles within 12 months to ensure you are not duplicating efforts.

Job Category

Sales

Job Details

About Salesforce:

Salesforce, the Customer Success Platform and world's #1 CRM, empowers companies to connect with their customers in a whole new way. The company was founded on three disruptive ideas: a new technology model in cloud computing, a pay-as-you-go business model, and a new integrated corporate philanthropy model. These founding principles have taken our company to great heights, including being named one of Forbes's "World's Most Innovative Company" seven years in a row and #1 on the FORTUNE 100 Best Companies to Work For® List. We are the fastest growing of the top 10 enterprise software companies, and this level of growth equals incredible opportunities to grow a career at Salesforce. Together, with our whole Ohana (Hawaiian for "family") made up of our employees, customers, partners and communities, we are working to improve the state of the world.

About the Salesforce Marketing Cloud

The Salesforce Marketing Cloud is a leading global provider of cross-channel digital marketing solutions that empower organizations of all sizes to communicate with their customers through email, mobile, social media, Web and marketing automation. We're driven by a deep understanding of marketers' needs because we're marketers too. No other digital marketing company invests in product innovation the way we do, giving our clients access to truly cutting-edge technology. Joining forces with salesforce.com, pioneers in cloud computing, we offer an even more superior experience to our customers and employees.

Our headcount demand is always changing as we grow; some of the locations listed here may or may not have an immediate opening at the time of your application.

Job Title: Account Executive, Marketing Cloud

The AE role:

The Account Executive creates, identifies and closes sales for the Marketing Cloud within a specific geographical region or set of named accounts. As the individual who represents the Marketing Cloud and drives the revenue, this person must be a self-starting closer who can create a large pipeline of business within a short period of time and work with existing clients as well as new logo opportunities.

We look for business athletes who are aggressive team players "hungry, nimble and intelligent" with the ability and willingness to close a mix of complex enterprise and more transnational deals.

Responsibilities

- Create and drive revenue within a specified region or list of named accounts
- Generate business opportunities through professional networking and cold-calling
- Drive brand awareness, campaigns, and lead generation via networking, associations, etc.

- Meet and exceed all quarterly and annual sales quotas
- Own the sales cycle “ from lead generation to closure
- Develop strategic territory business plan
- Maintain account and opportunity forecasting within our internalSFA system
- Generate leads from trade shows and regional networking events
- Ensure 100% customer satisfaction and retention

We are looking for the following attributes:

- A proven sales hunter and closer.
- 2 “ 10+ years of outside enterprise software sales experience
- Strong preference for Digital Marketing sales experience
- Proven track record of sales excellence
- Knowledge of territory/accounts assigned preferred
- Be able to work independently & as part of a team in a fast pace, rapid change environment
- Superior professional presence and business acumen
- Experience selling at the “C” level “ **CMO is a plus**

For Colorado-based roles: Minimum annual salary of \$92,650. You may also be entitled to receive , bonus, restricted stock units, and benefits.

*More details about our company benefits can be found at the following link:
<https://www.getsalesforcebenefits.com/>*

Posting Statement:

Salesforce.com and Salesforce.org are Equal Employment Opportunity and Affirmative Action Employers. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status. Headhunters and recruitment agencies may not submit resumes/CVs through this Web site or directly to managers. Salesforce.com and Salesforce.org do not accept unsolicited headhunter and agency resumes. Salesforce.com and Salesforce.org will not pay fees to any third-party agency or company that does not have a signed agreement with Salesforce.com or Salesforce.org.

Accommodations

If you require assistance due to a disability applying for open positions please submit a request via this Accommodations Request Form (<https://careers.mail.salesforce.com/accommodations-request-form>) .

Posting Statement

At Salesforce we believe that the business of business is to improve the state of our world. Each of us has a responsibility to drive Equality in our communities and workplaces. We are

committed to creating a workforce that reflects society through inclusive programs and initiatives such as equal pay, employee resource groups, inclusive benefits, and more. Learn more about Equality at Salesforce and explore our benefits.

Salesforce.com and Salesforce.org are Equal Employment Opportunity and Affirmative Action Employers. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status. Salesforce.com and Salesforce.org do not accept unsolicited headhunter and agency resumes. Salesforce.com and Salesforce.org will not pay any third-party agency or company that does not have a signed agreement with Salesforce.com (<http://salesforce.com/>) or Salesforce.org .

Salesforce welcomes all.

Pursuant to the San Francisco Fair Chance Ordinance and the Los Angeles Fair Chance Initiative for Hiring, Salesforce will consider for employment qualified applicants with arrest and conviction records.

As a federal contractor, Salesforce is required to verify that all US-based employees are fully vaccinated against COVID-19. If you receive an offer and are unable to get vaccinated for religious or medical reasons, you may request a reasonable accommodation.

Founded in 1999, Salesforce is the global leader in Customer Relationship Management (CRM). Companies of every size and industry are using Salesforce to transform their businesses, across sales, service, marketing, commerce, and more by connecting with customers in a whole new way. We harness technologies that can revolutionize companies, careers, and, hopefully, our world.

Salesforce is built on a set of four core values: Trust, Customer Success, Innovation, and Equality. By making technology more accessible, weâ€™re helping create a future with greater opportunity and equality for all. This has taken our company to great heights, including being ranked by Fortune as one of the “Most Admired Companies in the World” and one of the “100 Best Companies to Work For” eleven years in a row, and named “Innovator of the Decade” and one of the “World’s Most Innovative Companies” eight years in a row by Forbes.

There are those who choose to work with the best and brightest. And then, there are those who want to do more than just a job. They are the ones improving lives, not only their careers. Having an impact now instead of later. Doing something thatâ€™s so much bigger than themselves, an industry, and their company.

We believe everyone can be a Trailblazer. Join Salesforce and discover a future of new opportunities.