

# Job Description: Senior Account Executive

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## About L2L

L2L is a leading SaaS platform for global manufacturers. We help these manufacturers achieve world-class performance by digitally unifying their people, processes, and machines. Our CMMS solution (Computerized Maintenance Management System) unifies complex plant processes for over 100,000 users, helping them reduce machine downtime, improve response time to production issues, and reduce the cost of spare parts and overall maintenance. L2L is backed by M33 Growth, a growth-focused private equity firm in Boston Massachusetts that provides both capital and resources to develop already-great businesses into market leaders.

## You Will Make an Impact

L2L is looking for Account Executives to grow our successful sales team and capitalize on our strong momentum. The Account Executive will execute our sales strategy within an assigned region and drive revenue growth by penetrating the current customer base while also developing new customers. You will work inside of some of our existing accounts and will also prospect to build new relationships in a set of assigned named accounts.

*Sounds interesting? Then you may be the perfect fit for us.*

## You Are

- Process-oriented, highly motivated self-starter
- Your communication skills are top-notch, both over the phone and in email
- Humble, Hardy, Hungry, Helpful with a sense of humor and a Big Heart

## You Have

- Experience selling SaaS with outstanding quota attainment history and track record
- 3-5 years closing deals and working through complicated procurement and legal processes
- Experience prospecting, developing sales opportunities, executing a mutual success plan, can create urgency, can negotiate and win customers
- Excellent verbal and written communications skills
- Customer-centric, Consultative or Solution selling experience

## **You Will**

- Personally prospect for new sales meetings and opportunities and leverage business from new & established relationships
- Serve as an expert on L2L solution, educate prospects, answer questions, ensure to keep a focus on solving the customer's needs, and will advance sales opportunities in your pipeline
- Work collaboratively with other departments to ensure full alignment in delivering value to our prospective customers
- Meet and exceed new sales quota goals and overall sales team objectives by running a full sales cycle to address client challenges and help transform their business
- Clearly articulate L2L's value proposition and return on investment
- Strategize, negotiate & close business