**Position description**

**SMB Account Exec**

**Name:** Vacant

## 

## Job Details

[Company X] is searching for a salesperson to join our team and help increase sales, expand our customer base at the local and national levels, and contribute to rapid growth. The ideal candidate will have excellent interpersonal and customer-service skills and be a cheerleader for the brand both internally and externally. We're proud to support our sales team not only with comprehensive benefits and an attractive commission structure but also with opportunities for professional growth. If you’re seeking a sales role where you can grow and thrive, we look forward to hearing from you.

**Reporting to:** Vacancy

**FTE:** 1

## About the company

This job description is from a Sales organization template modelled for a typical midsized enterprise B2B SaaS. (E.g. ~100-125 employees, ~Series B fundraising completion, ~$5-$25M ARR). Job roles and accountabilities are a guide only based on Functionly's org design team experience and research. Salary is a guide only, and intended to be in $AUD, sourced from mean salaries within the $5-$25M ARR band from Think & Grow 2021/22 Australian Startup Salary Guide. USA customers could try use https://topstartups.io/startup-salary-equity-database/ data to find market salary data within different categories. <Replace with your own information>

## Roles and responsibilities

SMB Account Exec -

* Sales Execution
  + Provide in-person, over the phone and email follow up of SQLs
  + Manage and execute sales contracts
  + Host product demonstrations, webinars and other online events to educate SQLs on the organization's offerings
  + Hold sales meetings, Q&A sessions and other forums to convert SQLs into closed deals
  + Maintain exceptional sales hygiene through managing pipeline and activities in sales systems.
  + Meet or exceed sales quota for assigned territory
  + Solve problems for clients in segment and assigned territory by understanding their requirements and applying our solution.

## Accountable metrics

* Sales AE: Quota attainment

## Compensation guide\*

* $AUD 108,000 (base only)

[signature block]

Signature\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date\_\_\_\_\_\_\_\_\_\_\_\_

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