



## **Title: Enterprise Account Executive - Remote**

Optigo Networks is shaping the future of the commercial Internet of Things (IoT) by redefining how smart buildings are operated. By applying visualization and anomaly detection to the building system, Optigo allows the IoT to scale, driving down the cost to maintain and operate the technologies that make buildings comfortable and efficient.

With its award-winning Visual BACNet SaaS platform, Optigo Networks allows building operators and System Integrators to quickly identify faults in the building system, cutting troubleshooting time down from hours to minutes. Built-in analytics rein in the building IoT, reducing OpEx and maintenance costs with tools and reports to visualize the health of the building system.

### **The Role:**

Optigo Networks is looking to add a dynamic and experienced Enterprise Account Executive to join the talented team that has already established us as the market leader. The successful candidate will become a key member of the Optigo team, who will help shape the Smart Building Industry.

### **Key Duties and Responsibilities:**

- Drive the sales funnel and own top-line revenue growth
- First and foremost, you are a skilled hunter who incessantly pursues new business through to the close
- Own all aspects of the sale from qualification, needs assessment, presentation, and contract negotiation
- Coordinate with the marketing team to communicate the value of Optigo Networks' solutions in the market
- Find new business and expand current smart building customer base through outbound & inbound prospecting, trade shows, social media, and networking
- Conduct product demonstrations and build solid client relationships
- Achieve revenue goals through direct and channel sales by ensuring that all programs are operating efficiently and maximizing their effectiveness
- Establish and manage all activities that will increase sales through channel partners (distributors, resellers, and system integrators)
- Diligently manage pipeline forecasts against revenue targets
- Maintain and manage existing accounts

### **Requirements:**

- 3 - 5+ years in enterprise SaaS sales/business development
- Entrepreneurial and highly self-sufficient with ability to multi-task, prioritize, and manage time effectively working in a collaborative team or individual environment
- A proven track record in enterprise sales within a software or technology company
- Ability to educate potential clients on the benefits of the SaaS tool and serve as a trusted advisor



- Capable of seeking out market opportunities and developing strategic plans and diligent with follow-up execution
- Strong verbal and written communication skills
- Must be a persuasive speaker and proven negotiator
- Willingness to travel

**Additional Points For:**

- Experience within the Building Automation, IoT, Smart Building space and strong industry connections
- Selling to and through System Integrators in the OT (not IT) space
- While the position is Remote, a Northeast US Location would be of interest

**Location:** Remote

**Compensation:** \$150,000 with uncapped commissions

**Benefits:** Optigo Networks provides a competitive compensation package that includes stock options, educational opportunities, and the ability to work with the latest technologies in a fun, agile, startup work environment.

**Start Date:** Immediate