



Welcome to Raven360! We are looking for enthusiastic and passionate professionals to join our team. Here at Raven360, we believe in the power of knowledge - and are laser-focused on helping B2B SaaS companies retain and grow their revenue by meaningfully educating their customers. This is an opportunity to join the Revenue Team at the most exciting time in the company's history.

Job Description

The primary responsibility of the Account Executive is to find and close new business within our ICP (B2B SaaS Companies). Expectations include high-volume targeted outbound prospecting, effective opportunity qualification, and confidence engaging with decision makers. Raven360's revenue team is focused on solving customers' problems, focusing on business-value, guided by the MEDDIC qualification framework.

The Revenue Team lives the company's values everyday: Curiosity, Empathy, Honesty, Accountability, Quality and Grit. This is a collaborative sales culture. We win and lose as a team.

About you:

- Intellectually curious; love to learn, you seek to understand
- Driven; You challenge yourself to go above and beyond
- Bias for action; Self-starter, proactive and entrepreneurial
- Self-aware; you hold yourself accountable
- Coachable; you value feedback that accelerates your development

Requirements:

- 2+ years of B2B SaaS Sales experience
- Desire for successful career in technology sales
- Willingness and Ability to Travel when applicable
- Bachelor's Degree
- Hubspot, prospecting automation, experience is a plus.

Perks of the job:

- Competitive compensation (based on experience)
- Monthly commissions (no cap)
- Unlimited paid time off per year
- 401k
- Medical, Dental and Vision Insurance

To apply, send your resume to
careers@raven360.com.