



<https://www.coro.net/careers/account-executive-2/>

## Account Executive

### Description

We are looking for talented, passionate, and motivated individuals to join our team as Account Executives. As an AE, you will play a key role in our sales and revenue goals by taking qualified leads through the sales process to close.

### Responsibilities

As an AE at Coronet, your main objective is to close opportunities from qualified leads that are scheduled for demonstrations of Coronet. You will be in integral part of helping the company build a strong pipeline of qualified opportunities and grow its revenue.

#### Main responsibilities:

- Prospecting, presenting, negotiating, and closing
- Making multiple outbound calls and sending emails to potential clients
- Understanding client needs and offering solutions and support
- Own and accurately qualify leads by building relationships with key decision-makers
- Qualifying leads from digital campaigns, conferences, references, tradeshows, etc
- Achieve monthly quotas of set demo's, trial activations, and closing deals

### Qualifications

- Bachelor's degree or equivalent relevant work experience
- 2-3 years of experience in an AE position or closely related sales position, closing business
- Proven track record of successfully meeting sales quotas preferably over the phone
- Excellent communication and presentation skills
- Tenacity to handle rejection and continue on with a positive attitude when reaching next potential client
- Persistent and results-oriented
- Able to multitask, prioritize, and manage time efficiently
- In-depth understanding of company services and its position in the industry
- Self-directed with enthusiasm for problem-solving
- Cybersecurity experience not a must-have, although is desirable

### Job Benefits

- Lucrative base pay and commission structure
- Each AE will be granted personal vacation days and sick days
- Each AE is eligible for a 401K program, through our benefits partner Tri-Net
- Each AE is eligible for healthcare and dental benefits through our benefits partner Tri-Net

### Hiring organization

Coro

### Employment Type

Full-time

### Job Location

Chicago, Illinois, USA

### Date posted

July 22, 2021