



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

Account Executive

Description

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

Responsibilities

Pre-qualified meetings are scheduled in your calendar to demo Coronet.

- Conduct Demo's, Trial Set-up, Proposal Reviews and Closings
 - Understanding client needs and offering solutions and support
 - Achieve monthly quotas of set demos
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- initial outbound lead generation required to boost your pipeline

Hiring organization

Coro

Employment Type

Full-time

Job Location

Tel Aviv/Jerusalem, Israel

Date posted

June 27, 2021

Qualifications

- 2-3 years of SAAS experience in an AE position or closely related sales position, closing business in SMB/SME
- Proven track record of successfully meeting sales quotas over the phone
- Excellent communication and presentation skills
- Tenacity to handle rejection and continue on with a positive attitude when reaching next potential client
- 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
- English – Native level a must
- Ability to work US hours – from the Jerusalem/Tel Aviv office