

## Account Executive

### Description

FirstIgnite produces an industry leading business development software for helping universities commercialize technology and attract research funding from companies.

### Responsibility Statement

The Account Executive is responsible for selling our SaaS product in the North American university, research hospital and national laboratory markets. Over 60 universities around the globe subscribe to our software, our goal is to double that in the next 12 months.

Responsibilities:

- Booking appointments.
- Qualifying prospects.
- Running technical demos.
- Negotiating terms.
- Getting signatures.
- Traveling to conferences and events.
- Report to the Head of Partnerships.
- Develop and maintain strong relationships with FirstIgnite customers.
- Provide quick and actionable feedback to the product development team in order to continuously improve functionality and effectiveness of the FirstIgnite platform.

### Qualifications

- We're seeking someone with experience closing SaaS contracts.
- Preference to candidates with experience in the university market.
- Preference to candidates who have a history of working with the government.
- Preference to candidates who have proven highly effective in a remote work environment.

### Hiring organization

FirstIgnite

### Employment Type

Full-time

### Job Location

Remote work possible

### Date posted

January 22, 2025

### Valid through

01.03.2025