

Account Executive Job Description Template

Created by **Zoom**

About the team

Zoom is looking for SLED Account Executives to sell our Zoom One Platform. Our State and Local Account Executives engage with public and private education institutions, of all sizes, in a defined geographic territory. You'll build positive, trusted relationships with decision makers and help public and private education institutions realize the value of their investments.

About the person

As a member of the Zoom SLED team, you will empower Zoom's State and Local institutions to discover flexible solutions for modern team collaboration. You will advocate the innovative power of our platform to make organizations more productive, collaborative, and mobile. Your opportunity is to delight customers by doing what's right for their business, to meet them where they are at in their cloud journey and to provide them with the best solutions for innovation

Responsibilities

- Sell Zoom's UCaaS collaboration platform - voice, video, chat, contact center
- Effectively drive net new opportunities, engaging technical resources as needed
- Engage with Executive Level administrators and IT Staff (CIOs & IT Directors), and Instructional technologists to address business needs
- Meet or exceed sales and product objectives as assigned by selling Zoom services into Education accounts
- Work strategically with management to deliver forecasts, identify trending opportunities/challenges, and provide recommended solutions
- Create, deliver and manage client demos/ presentations, quotes/ proposals, and Quarterly Business Reviews (QBRs)
- Utilize solution and value-selling techniques along with objection handling to effectively guide sales process to close
- Drive a minimum of 3 X pipeline to quota
- Keep informed of product line, competition and industry trends

- Prospect net new logos, develop and maintain business within existing accounts and manage complex sales situations / large projects

Basic skill requirements

- 5+ years of SLED sales experience with SaaS or UCaaS companies
- Strong knowledge of UCaaS technologies and competitive landscape
- Experience in State and Local government procurement processes
- Ability to leverage Zoom brand to drive net new opportunities and upsell accounts - especially Cloud Telephony
- Closing experience with a history of meeting sales quotas
- Effective communication skills with internal and external partners of all levels
- Customer Relationship Management (CRM) tool experience
- BA/BS or equivalent experience
- Ability to travel, as needed