



Account Executive

About The Opportunity:

ZenQMS is on a mission to help companies in the life sciences space that are stuck with manual or paper systems. Our innovative, easy-to-use platform helps regulated companies all around the world to manage their critical-to-quality activities.

This is a critical role in our company-- it is a traditional SaaS sales role that requires the ability to engage with clients, understand their requirements, demonstrate expertise in their use cases and to show how ZenQMS solution meets their needs. Almost all our activity comes from inbound referrals and leads, which means our AEs can focus more on the fun parts of the sales process.

We strive to create a workplace that is kind, collaborative and growth-oriented. When you join our team, you become part of a community that works together to innovate, solve problems, take risks, grow, work hard and have some fun!

We have a collaborative culture that helps each individual maximize their strengths. We are a mission-driven company that believes in empowering people to reach their personal and professional goals. We value kindness in all areas with each other, with our clients, and with the broader community. Want to be part of a team that feels like a community and where it is genuinely fun to come to work each day? We want to meet you.

What you'll do

- Engage a large volume of B2B customers through an inbound sales queue
- Manage the full sales process from initial meeting/demonstration > proposal > follow up and closing
- Cultivate business relationships, especially with key constituents and influencers in our community, and create an exceptional customer experience through the sales cycle
- Effectively use tools to communicate with our business customers via phone, email, screen share and/or other technology
- Manage leads, tasks and relationships in an organized and professional manner
- Maintain active engagement with prospects through persistent outreach
- Work closely with the Marketing team to tackle new verticals, develop new programs, collateral, sequences, call strategies, and messaging to drive opportunities for new business

- Achieve and exceed monthly revenue benchmarks while maintaining daily and weekly activity metrics
- Participate in collaborative efforts across the team to iterate and improve the sales process

What You Bring to The Table:

- An awesome disposition that fits within our community-- we're not looking for sharp elbows. This is a key point in our diligence
- 1-3 years of experience in a sales role in B2B software sales, with preference to those with life sciences industry experience or technical selling
- Hard-worker and initiative-taker who is looking for ways to contribute value to the company and constantly seeks to improve your own and team ideas and processes
- Coachable, open to new ideas and feedback, constantly looking to improve your skills, and possesses a positive attitude
- Persuasive with demonstrated history of success
- Proven relationship building skills
- Must be able to work out of our Ardmore, PA based office

How to Apply

To apply for this position, please send an email to binyamin+hire@zenqms.com and detail why you would be a good fit for this role, any relevant examples of your experience, and attach your resume.