

Position: Enterprise Account Manager

Gravwell is an exciting startup driven by a mission to help organizations achieve their objectives by harnessing the power of unlimited data analytics. The company was founded in 2017 by security practitioners who were looking for a solution that could natively ingest large-scale, fully unstructured data quickly. No such tool existed, so Gravwell was purpose-built from the ground up to meet that need. Initial development was focused on creating a rock-solid product that would exceed customer expectations, and the company is now embarking on a growth stage to bring their robust platform to a wider audience.

Gravwell is seeking a highly motivated Enterprise Account Manager with a proven track record of finding, developing, managing, and closing opportunities. As an Enterprise Account Manager (EAM), you will own the entire sales lifecycle from lead to the close of an opportunity. Top-performing account managers will hunt for new mid and large enterprise accounts as well as react to incoming leads driven by marketing campaigns and word of mouth. The EAM will build and develop relevant customer relationship networks with key influencers in IT and OT. The successful candidate will provide accurate forecasting, excellent qualifications, and possess aggressive hunting skills.

Responsibilities:

- Must have an excellent customer facing demeanor and superb communication skills. Strong presentation, relationship building, & negotiation skills are critical to success.
- Own the pre-sales process to understand customer goals, requirements, & objectives.
- Thrive in a fast-paced, high-growth, rapidly evolving technical environment.
- Ability to function independently to determine proper methods & procedures.
- Offer consultative recommendations to our customers/clients, assisting them to achieve their business, compliance, and overall goals.
- Trade show and conference support.
- Identifying and qualifying leads that will lead to future opportunities.
- Articulating the value & differentiators of Gravwell's solutions & services.
- Responding to inbound product & services related queries such as requests for information, proposals, & statements of work.
- Provide feedback & guidance to Product Management based on the sales organization, partner, internal & customer-generated feedback.

This position requires 40% travel

Region: North America

Location: Remote

Background & Experience

7+ years' experience in an enterprise software sales role (security experience preferred; SIEM experience ideal)

4+ years of consistent quota achievement

Experience developing a greenfield territory and adding logos in an Enterprise Software space

Startup Experience (high-growth experience preferred)

Must be comfortably familiar using/utilizing CRM, lead management, & sales enablement tools such as: Hubspot, Salesforce, LinkedIn Sales Navigator, Marketo, etc.

APPLY TODAY: Please send your resume and/or inquiries to careers@gravwell.io

About Us: <https://www.gravwell.io/about-us>

Our Mission:

Data is powerful. Today there are nearly infinite data sources leaving organizations struggling to make sense of it all. Gravwell is changing the shape of data by empowering organizations to collect everything, see everything, and know everything, instantaneously.