



PR/087538 | Senior Account Executive

Job Information

Recruiter[JAC Recruitment USA](#)**Job ID**

1605623

Industry

IT Consulting

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 13:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION TITLE Senior Account Executive

POSITION SUMMARY

In this position, you will be responsible for managing the full sales cycle, driving new business acquisition, and contributing directly to revenue growth within a fast-growing sales organization. The role also provides a structured pathway toward future sales leadership and management opportunities based on performance, leadership capability, and organizational growth.

RESPONSIBILITIES

- Own the full sales cycle from prospecting through contract execution
- Generate new business through outbound prospecting, networking, referrals, and strategic account development

- Build and manage a strong sales pipeline to achieve and exceed revenue targets
- Conduct discovery meetings to understand customer needs and business challenges
- Deliver product demonstrations and value-based presentations to key stakeholders
- Prepare proposals, negotiate commercial terms, and close new business opportunities
- Maintain accurate CRM records, pipeline visibility, and sales forecasts
- Collaborate with Customer Success, Marketing, and Product teams to support customer success and account growth
- Mentor junior sales team members and contribute to team development
- Help improve sales processes, best practices, and team culture

QUALIFICATIONS

- 5+ years of successful B2B sales experience
- Proven track record of exceeding new business acquisition targets
- Experience managing complex sales cycles with multiple stakeholders
- Strong prospecting and business development skills
- Excellent presentation, negotiation, and closing skills
- Ability to work independently in a fast-growing environment
- Professional-level English communication skills

PREFERRED REQUIREMENTS

- Experience selling SaaS, software, or technology solutions
- Experience selling to mid-market or enterprise customers
- Experience using CRM platforms and structured sales methodologies
- Experience mentoring, coaching, or leading sales initiatives
- Interest in future sales leadership and people management responsibilities

LOCATION Chicago, IL

WORK ARRANGEMENT Hybrid work environment (Two days per week in the office)

SALARY USD 100,000-150,000

IDEAL CANDIDATE

- Demonstrated success in new customer acquisition
- Consistently exceeds sales quotas and revenue targets
- Possesses a strong hunter mentality and growth mindset
- Builds relationships with executive-level stakeholders

- Demonstrates leadership potential and interest in future management responsibilities
- Enjoys contributing to the growth of a scalable sales organization

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Company Description