

# KAHILLA<sup>™</sup> ENTERPRISE SALES ACCOUNT EXECUTIVE

**Overview of the Role:** The primary responsibility of the **Enterprise Sales Account Executive** is to identify and close enterprise partnerships that drive organizational transformation by solving our clients' most complex, pressing business challenges. Performance will be measured on your ability to achieve quotas and close new business sales.

*This is a full-time, salaried position reporting to the co-CEOs. This is a remote position with the option to work out of our offices in Ketchum, Idaho.*

**Responsibilities: of the Role:** Generate interest in our product offering and close deals with C-level executives

- Drive our new business sales efforts directed at large enterprise accounts by maintaining a robust sales pipeline
- Use consultative sales methods to map our product solutions to organizational business challenges
- Customize and deliver product demonstrations with a keen eye towards your customer's unique needs
- Be accountable for your monthly quotas new client sales to hit quarterly revenue goals
- Through "land and expand," build out new opportunities within some existing client accounts to drive broader partnerships and work to achieve maximum sales profitability, growth, and account penetration
- Report progress and deliver forecasts on your efforts based on Salesforce and team-managed reports
- Participate in strategy meetings to help shape offerings and the direction of the sales team

**What positions you for success:**

- 5-10+ years experience selling /renewing B2B SaaS, marketing, or professional services to business leaders with proven multi-year quota production
- Experience in a creative growth organization in EdTech, SaaS, or online higher education
- Proven track record to drive sales execution
- Experience engaging and influencing C-level executives
- Ability to leverage your network of leaders (with DEI, L&D, CHRO, and Talent Development) and cultivate in-house leads to grow the business
- Consistently exceeds quotas and key performance metrics
- Consultative and conceptual selling skills in an enterprise sales cycle environment
- Excellent verbal and written communication and presentation skills

- Business acumen- can articulate the value of our services to new clients
- Intellectually curious; a fast learner with a growth mentality
- Flexible, agile, demonstrated initiative and independence
- Coachability

**Compensation and perks:** Salary commensurate with experience.

- Competitive base salary + commission
- 15 days Paid Time Off (PTO)
- 401K
- Stock options
- Subsidized health insurance
- Paid parental leave
- Autonomy and the freedom to define and drive the strategic direction of the company
- Working in a decentralized international team, not bound by location
- Access to our full suite of learning experiences

**How to Apply:** Qualified candidates should submit a cover letter and resume to [careers@kahilla.com](mailto:careers@kahilla.com). Applications will be reviewed on a rolling basis, so interested parties are encouraged to submit as soon as possible.

*Kahilla is an equal opportunity employer and encourages applications from People of Color, Women, Persons with Disabilities, and the LGBTQIA+ community.*

### **About Kahilla:**

Kahilla is changing the culture of the corporate world by making senior leadership more representative of the world we live in. We partner with the world's best companies to provide equitable access to leadership development anywhere anytime. Through the transformative power of personal and professional development, we help companies unlock their talent and so that we can see more diverse talent rise.

We are a quickly growing VC-funded startup based in Sun Valley, Idaho, with a remote team based wherever it suits them best. We have created effective online leadership development programs taught by best-in-class, diverse experts.

**Who We Want:** We seek talented people from diverse backgrounds and experiences, who are inspired by our mission to advance, engage and retain diversity into senior leadership in the corporate world, and who are motivated to help Kahilla become the premier global platform for equitable access to effective leadership development. We value empathy, curiosity, and constant improvement both in our internal operations and when working with clients and members. Our employees are most successful when they employ strong collaboration skills, skilled communications, a problem-solving orientation, and demonstrate comfort in an evolving and fast-paced startup environment.