

MID-MARKET ACCOUNT EXECUTIVE

Overview of the Role: The primary responsibility of the **Mid-Market Account Executive** is to identify and close enterprise partnerships that drive organizational transformation by solving our clients' most complex, pressing business challenges related to retention and advancement of diverse talent. 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 Director of Strategic Partnerships. This is a remote position with the option to work out of our offices in Ketchum, Idaho.

Responsibilities of the role: We are looking for a proactive, innovative, self-starter who wants a hands-on role in building out our new enterprise business. This person will have a unique mix of business skills and experiences to:

- Provide clear visibility on revenue performance by actively managing a pipeline of opportunities and weekly forecasts
- Customize and deliver product demonstrations with a keen eye towards your customer's unique needs
- Works to achieve maximum sales profitability, growth, and account penetration within an assigned territory
- Manages accounts throughout the entire sales process, and collaborates cross-functionally with team members
- Conduct discovery calls, presentations, and demos with prospects and customers
- Post-sales account management to nurture relationships and identify opportunities for growth

Requirements:

- 3+ years of full-cycle sales experience and experience close medium to large-sized contracts with HR and Learning and Development leaders
- Experience in B2B SAAS, Mid-sized company contracts.
- Excellent verbal and written communications skills
- Comfortable and energized operating in a fast-moving organization
- Comfortable cold calling and developing relationships of value with senior stakeholders
- Someone with a genuine passion for technology and a quick ability to learn tools and processes
- Exceptional organizational skills, with the ability to multitask a high volume of opportunities at all times
- Ability to thrive in a fast-paced environment; you move quickly, think strategically and are superb at tactical execution

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

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 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.

How to Apply: Qualified candidates should submit a cover letter and resume to 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.