



Enterprise Account Executive

Location

Apply

📍 Santa Clara, CA

Job Description:

- *Must have 3-5+ years of experience in at least one of these areas: networking, CDNs, hosting, e-commerce technologies, digital agency, cloud hosting, managed hosting*
- As an Account Executive for Webscale, you will be responsible for identifying prospects and contacting, setting up meetings, presenting the Webscale value proposition, negotiating agreements, and managing onboarding/sales enablement. The successful candidate will have 5+ years of sales experience, preferably in the hosting, e-commerce, and/or web infrastructure and CDN, WAF, Bot Mitigation space, and have a working knowledge of relevant platforms (Magento, WooCommerce, WordPress and others). This is a sales role that needs a strategic outlook on attaining business objectives while being able to handle tactical day to day activities.
- Strong background in executive-level communication and building customer relationships. This role involves positioning and promoting the value proposition, the development and expansion of opportunities, and closing business for Webscale using collaboration tools for video conferencing and commitment to CRM tools like Salesforce.com. The ideal candidate possesses strategic and technical knowledge and can succeed in a demanding and rewarding sales environment while selling an innovative solution. Activity is key.

Cultural Fit

- **Driven:** You are a driven team player, collaborator, and relationship builder whose infectious can-do attitude inspires others and encourages great performance in a fast-moving environment.
- **Entrepreneurial:** You thrive in a fast-paced, changing environment and you're excited by the chance to play a large role.
- **Relentless Improvement:** We are growing our team and building our company. Ideal candidates will be enthusiastic seekers of new ideas for improvement and will be excited to stay current in the practices of other top startups. We want you to bring your thoughts, constantly hatch new ideas and share recommendations often. We have a high bar and will always look to raise it.
- **Passionate:** You must be passionate about technology and ensuring our clients are successful; we love seeing hunger and ambition.

We're looking for someone with:

- Working out of our Santa Clara, Ca office
- Ability to enthusiastically evangelize the Webscale message to prospects and customers
- Must have 2+ years of experience in at least one of these areas: networking, CDNs, hosting, e-commerce technologies, digital agency, cloud hosting, managed hosting
- Desire to own all parts of a sales lifecycle, starting with outreach and first meeting to the close
- Demonstrates thorough preparation for all meetings and activities
- Excellent time management skills
- Excellent organization skills – attention to detail
- Demonstrated strategic thinking as well as being an independent worker who takes initiative
- Working with partners in the digital agency segment
- This is a field-based, sales prospecting, and client-facing position that will require approximately 25% travel per month including new hire training and company-sponsored events. Travel is required in support of the position's responsibilities

Qualifications / What You Will Need

- Bachelor Degree or equivalent work experience
- 3-5+ years of experience in direct sales in a relevant field like networking, CDNs, hosting, e-commerce technologies
- At least one prior startup
- Broad industry experience and knowledge
- Knowledge of hosting, service providers, and cloud technology
- Strong written, oral, and presentation skills
- Strong organizational and analytical skills
- Self-starter with a sense of urgency for closing deals and increasing revenue
- Strong business savvy and negotiation skills

or email jobs@webscale.com
