



## Enterprise Account Executive – California – Position Description

### About EnterpriseDB

The world loves Postgres. If you work with developers or data scientists or anyone wrangling data, you'll probably see a sticker with the tusks and trunk of the Postgres elephant on the lid of a nearby laptop. EnterpriseDB has a lot to do with that.

**EDB's enterprise-class software extends PostgreSQL, helping their customers get the most out of it both on premises and in the cloud. And their 24x7 global support, professional services, and training help their customers control risk, manage costs, and scale efficiently. With 16 offices worldwide, EDB serves over 4,000 customers, including leading financial services, government, media and communications, and information technology organizations.**

They have been major contributors to Postgres since the beginning and are proud to call thousands of boundary pushing customers their partners. Proud though they are, they are not resting on their laurels. There's plenty of work to do. The good news is that everything they do will impact Postgres, which is to say that it will impact the world. No pressure.

EnterpriseDB is seeking an exceptional Account Executive **located in California** reporting directly to the Vice President, North America Sales to help them establish and grow their most strategic customers and target accounts. This AE will be responsible for all activities and interactions associated with driving revenue growth through key companies to the future growth of EDB.



The Account Executive will focus on formulating and executing a strategy in the state of California, resulting in revenue growth and new customer acquisition.

### Responsibilities

- Meet and exceed sales quota through outbound/inbound leads strategically selling the value of EnterpriseDB's products to key decision makers
- Build and execute thorough, complete and effective account plans
- Lead the effective and accurate forecasting of account growth and revenue delivery
- Qualify and cultivate leads generated from their website, trade shows and other marketing efforts
- Build strong C-level relationships resulting in growth opportunities
- Establish and expand knowledge of their products, competitors and industry trends
- Collaborate with Sales Engineers to present presales demos and assessments

### Qualifications:

- 8+ years of consultative enterprise software sales experience, selling to C-level executives
- Exceptional communication skills (verbal and written)
- Excellent time management and organizational skills
- Ability to work within a team environment to manage and close complex sales-cycles and purchases
- Experience with Salesforce.com preferred
- Highly motivated and goal oriented
- Travel required up to 25-50%

EDB knows it takes a unique mix of people and skills to help them in their mission to supercharge Postgres, and they understand that not everyone will check every box. They would love to hear from you and want you to apply!

EDB is proud to be an equal opportunity workplace. They celebrate diversity and are committed to creating an inclusive environment for all employees. EDB was built on a commitment to trust and respect each other and to embrace an array of people and ideas. These values remain at the center of their culture and are key to their company's integrity.

