

# Enterprise Account Executive - Federal

## Location:

Washington DC area preferred, or remote (US Based)

## Role Brief

PlatCore is seeking an Enterprise Account Executive to play an important role in expanding our existing federal client footprint. As a PlatCore Account Exec, you are central to our customer journey - from prospect outreach, to closing business and building relationships in key accounts. You take responsibility for your own success. You are committed to helping build our sales team, process, and technology. You are energized by the opportunity to build PlatCore and be a part of our growth story. Compensation consists of salary, commission with unlimited earning potential, and benefits.

## Responsibilities

- Develop and execute strategies to achieve sales targets.
- Generate 20 to 30 client meetings per month.
- Partner with large consultancies and account influencers to maintain and expand business within federal space accounts.
- Work across the enterprise (often in group settings) to build stakeholder buy in from a wide range of departments and expertise.
- Quickly identify new business opportunities and clearly communicate PlatCore's unique value proposition.
- Confidently conduct basic product demonstration.
- Develop strong client relationships and expand value for each client.
- Forecast sales pipeline revenue weekly and deliver accurately against those targets.
- Collaborate with Marketing team to drive lead generation and awareness.
- Document plans and activities accurately within the HubSpot CRM system.

## Qualifications

- 7+ years of successful software sales experience.
- 3+ years government account sales experience (federal / state / local) and / or large enterprises.
- 2+ years experience in the ServiceNow ecosystem, preferably in product sales.
- Knowledge of HR and learning technology.
- Proficient in MS Office and CRM applications (HubSpot).
- Ability to work remotely, with potential travel time up to 25%.
- Must be authorized to work in the US.

## About us

PlatCore is an Elite ServiceNow Technology Partner, headquartered in Denver, CO. We are focused on learning products Built on ServiceNow.

PlatCore serves government agencies and enterprise companies on six continents. We are the only fully featured learning solution built natively on ServiceNow, and are proud to deliver a deeper, connected learning experience. Our mission is to "Help People do their Best Work."

We are looking for those who want to be part of an early stage, growing software development company. We depend on each team member to help drive value for our clients, inform current and future products, and to contribute to the success of PlatCore.

Our team is passionate, achievement focused, and high performing. We are dedicated to the potential that learning brings and are driven to make cool stuff that delivers huge value for our clients. If this describes you, we want to hear from you!

Please contact us at [careers@platcore.com](mailto:careers@platcore.com).