

# Account Executive

Position located in Reston, VA

Join PeriscopeIQ and become part of a growing team of professionals providing industry leadership in the area of customer engagement solutions. PeriscopeIQ offers a competitive base salary, along with high performance incentives and generous benefits.

## **COMPANY DESCRIPTION**

PeriscopeIQ, Inc. is an industry leading Customer and Employee Engagement Solutions company serving enterprises with national and global brands. The company provides fully-managed turnkey solutions that deliver actionable insights and superior business outcomes using scientific methodology. Utilizing an advanced omni-listening strategy, PeriscopeIQ gathers VOC feedback at every customer touch point and translates the data obtained from surveys (email, web, mobile, IVR, kiosk), social media, and call center interactions into an integrated 360-degree view of the customer landscape. PeriscopeIQ then applies the advanced analytics and reporting features of its proprietary platform to generate actionable business insights that drive revenue and profit growth. PeriscopeIQ has an impressive and expanding list of enterprise customers. Founded in 1999, PeriscopeIQ is a rapidly growing privately-held company. For more information, visit [www.PeriscopeIQ.com](http://www.PeriscopeIQ.com).

## **JOB DESCRIPTION/RESPONSIBILITIES**

PeriscopeIQ is looking for an Account Executive with a proven track record of closing deals based on web demos/presentations made to decision makers in medium to large size enterprise companies.

## **QUALIFICATIONS**

### **Required:**

- A proven track record of high volume sales, as the Account Executive will be required to close at least one deal per month
- The ability to demonstrate the PeriscopeIQ solution over the internet. This requires the candidate to have a proven track record of being able to assess needs over the phone prior to a demo, configure the appropriate sales pitch, present and demo the solution on the web, and move to close.
- Someone who is a self-starter, motivated, and hungry to sell and succeed
- A minimum of 3-5 years of direct sales experience in mid-market software (ideally phone/web-based selling)
- Knowledge of the customer experience/customer loyalty space
- Experience working in a SaaS environment (e.g. Salesforce, Constant Contact, etc.)
- Excellent web presentation skills
- Enjoys working in a small team and making an impact

- Must be articulate and have an excellent telephone manner
- The ability to handle occasional travel

**Highly Desirable:**

- Sales experience in the general area of Customer Experience and Feedback management systems

To apply, please send your resume and cover letter to Dr. Mohamed Latib at [mlatib@periscopeiq.com](mailto:mlatib@periscopeiq.com).