

Job Title: Connections Account Executive

Job Location: San Francisco, CA

Employer: Garten Wellbeing, PBC.

Job Duties:

Responsible for identifying and prospecting key strategic accounts through a targeted customer acquisition plan. This position works in collaboration with city leaders on building profitable client relationships. Responsible for monitoring the entire customer business development cycle (with prospecting and lead generation support from marketing and sales development). Mid-market coverage by territory (deals avg. \$100k-\$1M in Annual Recurring Revenue). Research, target, identify, and qualify prospective accounts. Collaborates on the development of market business development plans and execution. Work cross functionally with City Ops leaders, Connections Development, Happiness and Food Product in building proposals that contribute to improved market performance. Develops messaging and positioning based on account profile and industry to assist in the closing of business. Must be proficient in multi-departmental and persona based business development strategies. Responsible for maintaining Salesforce data integrity by entering information accurately and consistently. Focus on trends within the health and wellness space. Develops proposals based on client drivers and company guidelines. Supports and mentors Connections Account Executives and Connections Development Reps. Makes business development presentations to customer and prospects at all levels and in a variety of departments.

Minimum Education Required: Bachelor's degree in Marketing, Economics, Business Administration, Management Science and Engineering, or a related field

Minimum Employment Experience Required: 3 years of experience in the job offered or a closely related position

Special Skills, Expertise, and Other Requirements: 3 years of experience in the job offered or closely related position must include the following:

- 3 years of either: Quota Carrying experience (\$1M-\$2M) exceeding goals in highly competitive markets; experience closing corporate M&A transactions; or experience in enterprise sales or high performing SMB AE, AM, or CSM
- 3 years of proven business development planning
- 2 years of experience using Salesforce.com or other CRM system
- 3 years of experience negotiating business terms with line-of-business, senior management, and/or C-level executives.
- Ability to travel 20% required
- Multiple positions available

Apply to Garten Wellbeing, PBC at recruiting@garten.co, Attn: JD.