

ACCOUNT EXECUTIVE - AI SOLUTIONS

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Account Executive - AI Solutions

Job Title: Account Executive - AI Solutions

Location:

[Location] (Opportunities for remote/hybrid/flexible work available)

Reports to:

Sales Director - AI Solutions

Role Purpose

Join [Company Name], a leader in the Artificial Intelligence (AI) sector, as an Account Executive specializing in AI solutions. You will play a pivotal role in driving our business growth by selling cutting-edge AI products and services, fostering strong client relationships, and ensuring customer satisfaction. Located in [Location], we offer flexible work arrangements to support your work-life balance.

As an Account Executive, you will manage key accounts, identify new business opportunities, and collaborate closely with our technical teams to translate complex AI technologies into valuable business solutions for our clients. Your efforts will directly contribute to achieving our company's financial targets and solidifying our position in the AI industry.

Company Overview

- About Us: [Company Name] is an innovative company at the forefront of the AI sector, committed to delivering exceptional AI and machine learning solutions to our clients. We specialize in developing advanced AI platforms that empower businesses to make data-driven decisions.
- Our Culture: Recognized as one of the top employers in the tech industry, we pride ourselves on our inclusive work environment and commitment to professional growth. Our culture values innovation, collaboration, and integrity. We leverage the latest AI technologies and encourage our team members to push the boundaries of what's possible.
- Achievements: We have received numerous awards, including [insert here], highlighting our outstanding performance and dedication to customer satisfaction.

Key Responsibilities

- Develop and maintain strong relationships with existing clients in the AI sector.
- Ensure client needs are met by aligning our AI solutions with their business objectives.
- Identify opportunities for upselling and cross-selling additional AI products and services.
- Identify and pursue new business opportunities within target industries such as finance, healthcare, and retail.

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- Focus on companies seeking to implement AI technologies to enhance their operations.
- Achieve financial targets by securing new contracts worth \$5 million annually.
- Implement effective sales strategies tailored to AI products and services.
- Utilize consultative selling techniques to understand client challenges and position our AI solutions effectively.
- Meet and exceed quarterly and annual sales goals.
 - Work closely with AI engineers and product teams to gain a deep understanding of our AI offerings.
 - Translate complex technical information into clear value propositions for clients.
 - Stay updated on the latest AI advancements to inform sales strategies.
 - Conduct comprehensive market research to stay informed about AI industry trends, competitor activities, and emerging client needs.
 - Provide insights to the product development team to guide future AI solutions.
- Reporting:
 - Prepare and present regular sales reports, forecasts, and performance analyses to the management team.
 - Use CRM tools like Salesforce and data visualization software such as Tableau to track sales activities.

Required Skills and Qualifications

- Minimum of [X] years in sales or account management, preferably within the AI or technology sector.
- Proven track record of meeting or exceeding sales targets, particularly in selling complex technical solutions.
 - Strong understanding of AI technologies, including machine learning, natural language processing, and data analytics.
 - Familiarity with AI platforms and cloud-based AI services from AWS, Google Cloud, or Microsoft Azure.
- Proficiency in CRM software (e.g., Salesforce) and Microsoft Office Suite.
- Excellent verbal and written communication skills.
- Ability to engage effectively with C-level executives, technical teams, and stakeholders.
- Skilled in presenting complex AI concepts in an accessible manner.
- Strong negotiation skills to close high-value deals and manage contracts successfully.
- Experience in drafting and negotiating contracts for AI services and solutions.
- Ability to manage multiple high-profile accounts and prioritize tasks efficiently.
- Strong project management skills with attention to detail.
- Bachelor's degree in Business, Marketing, Computer Science, or a related field is preferred.
- Proficient in Salesforce for managing client relationships, sales pipelines, and forecasting.
- Experience analyzing sales data and market trends.
 - Familiarity with collaboration tools such as Slack, Microsoft Teams, and video conferencing software like Zoom.
 - Knowledge of sales enablement platforms like Seismic or Outreach to streamline sales processes.

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Financial Targets

Revenue Goals:

- Responsible for achieving individual quarterly sales targets of \$[X] million and an annual target of \$[X] million.
- Maintain a robust sales pipeline with a minimum value of \$[X] million.
- Report on lead conversion rates and time-to-close metrics monthly.
- Achieve a client renewal rate of at least 90%, ensuring ongoing revenue from existing accounts.

What We Offer

Clearly outline the benefits and perks of the role. Use keywords related to popular benefits such as "flexible working hours," "health insurance," "employee wellness programs," etc.

Competitive Compensation:

- Attractive base salary with an uncapped commission structure aligned with achieving financial targets.
- Performance-based bonuses and incentives with and OTE of \$[X]

Benefits:

- Comprehensive health insurance, including medical, dental, and vision coverage.
- Pension / 401(k) plan with company match.
- Generous paid time off and parental leave policies.
- Professional Development:

How to Apply:

End with a strong call to action encouraging candidates to apply. Include a direct link to the application page and provide contact information for further queries.

Please ensure each job description includes all relevant information in compliance with local, state, and national laws. This includes:


- **Salary Information:** Provide a clear salary range to maintain transparency and meet legal requirements.
- **Privacy Policies:** Protect candidate privacy by following all applicable data protection and privacy laws.
- **Equality & Non-Discrimination:** Include an equal opportunity statement to uphold our commitment to a diverse, inclusive workplace that does not discriminate based on race, gender, age, disability, or any other protected characteristic.
- **Accessibility:** Make reasonable accommodations available for candidates with disabilities and include information on how they can request assistance throughout the hiring process.
- **Environmental and Social Responsibility:** If your company has sustainability initiatives or community engagement programs, mentioning them briefly can attract candidates who prioritize working for socially responsible employers.
- **Transparent Hiring Process:** Briefly explain the hiring process (e.g., "Our interview process typically includes three stages: an initial screening, a technical interview, and a final interview") to help candidates know what to expect.

Get In Touch



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Lucent / Search
Search Smart, Build Smart, Grow Smart

At Lucent Search, we specialize in connecting high-growth technology companies in the AI sector with the talent they need to accelerate growth, secure funding, and drive successful exits. Our expert team combines cutting-edge tools, data-driven insights, and a personalized approach to deliver candidates who align with your unique needs, challenges, and culture. Headquartered in Edinburgh, our global operations support investors, businesses and professionals in the UK, Europe and USA.



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