

Job Description
Intterra Account Executive
Location- Castle Rock, CO

Have you ever wondered if the product or service you're selling really makes a difference? Do you ask yourself "Am I doing something truly valuable by convincing prospects to spend their valuable time with my sales team?" If the answer to these is YES, then we want to talk to you about becoming an Account Executive for Intterra. We are transforming public safety and offer a unique opportunity to work with a product that our customers say makes a difference each and every day.

The Intterra Account Executive is a critical member of the sales team, prospecting key target clients, demonstrating all aspects of Intterra SaaS modules and clearly identifying and correlating client needs to system capabilities.

What you'll do here at Intterra:

- Consistently achieve Quarterly and annual targets to ensure pipeline growth and revenue production.
- Develop qualified opportunities for Intterra solutions nationwide, with an emphasis on the top 400 departments in the US.
- Collaborate closely with Intterra sales team members to target, qualify, and close prospects in alignment with key customer profile criteria.
- Effectively manage the entire sales cycle, including pre-sales identification of potential technical hurdles to implementation
- Identify new product/feature enhancement opportunities within the core Intterra SaaS platforms through close interaction with a wide variety of clients.
- Support our position as a thought-leader in the industry by rapidly become a trusted advisor with prospects, and a true SME within the Intterra platform.
- Quickly be able to effectively communicate the Intterra value proposition and react to objections/competitive questions.
- Research accounts to match against an ideal customer profile, identify the decision-making structure and key players to drive sales cycles through to completion.
- Track and assess competitors in the marketplace in collaboration with other sales team members.
- Must live and breathe the fast-paced SaaS environment with broad and ever-changing responsibilities, crazy busy, dynamic environment with tons of responsibility- oh, and a TON of fun!
- A heartfelt desire to drive change in Public Safety and truly "make a difference".

Required Skills:

- 5-plus years in an AE role, with verifiable attainment (Strong preference given to candidates with experience in the public safety space).
- Strong familiarity with Miller Heimann and Challenger sales practices.

- Be a LinkedIn Sales Navigator Guru.
- Experience with multiple CRM platforms (Hubspot, Zoho and Salesforce preferred)
- Collaborate with Intterra SDR team members to attack key markets and drive revenue
- Proven ability to perform in a minimally supervised environment with limited process.
- Detail-oriented with a drive to execute flawlessly.
- Competitive assessment capabilities, as well as maintaining and enhancing a competitive database.
- Attend trade events nationally as required.

To apply, go to <https://www.intterragroup.com/careers/> and submit a resume with a cover letter. Not all submissions will receive a response due to the volume of candidates we expect for such a coveted opportunity.