



JOB OPENING

Enterprise Account Executive

Are you an experienced Account Executive with a passion for technology and helping organizations become high-performing teams, with the desire to work remotely as part of a leading Data Engineering and Cloud Consultancy firm? If so, we'd like to share our story and this opportunity.



About Nebulaworks

Nebulaworks believes in challenging the IT and Development status quo. Your ambition, creativity, and focus will contribute to and drive the future of our company. We are looking for folks with experience in cloud technologies, complex data engineering workflows, and a focus on open-source software who share the values of honesty, inclusivity, integrity, and a solid moral compass. Our team members are passionate not only about work but also about our individuality and life-work balance. Our ideal candidate lives by these values and is eager to work in a collaborative, challenging, remote environment.

Job Purpose

The Enterprise Account Executive (EAE) works closely with customers, partners, and internal teams to deliver outcomes aligned with cloud adoption and help solve complex business challenges. Keeping short- and long-term goals in mind, the EAE is the point person on our team who will help identify the outcomes our customers require and align Nebulaworks products and services to these needs—identifying opportunities for our team to assist prospective customers on their journey, building and maintaining relationships with customers and our partners. The EAE plays a crucial role in setting proper expectations and ensuring customer success.

Enterprise Account Executives align with these phases of our customer's journey.

During the sales process, the EAE works with the customer and engineering team to understand the customer requirements, present Nebulaworks' abilities, and develop and present a proposal.

- During engagement delivery, the EAE maintains contact with our customer stakeholders to ensure a constant, non-engineering communication stream and enable mid-engagement survey completion.
- Following an engagement, the EAE continues to contact the customer to address ongoing requirements to foster Cloud maturity, providing feedback and recommending additional Nebulaworks services that facilitate the successful adoption of new tools and processes and enable cultural change.

Duties and Responsibilities

- Creatively build opportunities by identifying prospects and evaluating their position in the industry, researching and analyzing sales opportunities.
- Sells Nebulaworks by establishing contact and developing relationships with prospects, understanding customers' unique requirements, and mapping Nebulaworks products and services to their needs.
- Maintains relationships with customers and their parent organizations by providing world-class support, including information and guidance, researching and recommending new offerings, and recommending profitability and ROI improvements.
- Maintains relationships with our key technology partners (Amazon Web Services experience ideal) to assist in developing new opportunities and communicating pipeline and customer engagement updates
- Provide feedback to the Nebulaworks team on improvements or new offerings that support our vision by remaining current on industry trends and market activities.
- Maintains quality service by establishing and enforcing organizational and tool standards.
- Continuous professional and technical knowledge expansion by attending educational workshops, reviewing professional publications, establishing personal networks, benchmarking state-of-the-art practices, and participating in professional societies.

Minimum Qualifications

- 5+ years of sales experience in a fast-paced company and sales environment focused on growth.
- Experience in cloud or automation software sales, technology consulting, or both.
- Working sales knowledge in one of the following next-generation IT and development technologies (Amazon Web Services, Kubernetes, Docker, GCP, Jenkins, GitHub, GitLab, etc.)

Nice to Haves

- A degree in computer science
- A working understanding of programming languages
- A working knowledge of the software development life cycle

Skills

- Entrepreneurial spirit
- Consultative sales approach - both Client and Partner
- Creativity
- Prospecting knowledge
- Presentation abilities to remote and in-person teams
- Client relationship building
- Emphasizing excellence
- High Energy
- Negotiating master
- Commitment to improving team processes and structures
- Unparalleled written and verbal communication

Why Apply:

- Hybrid work: Irvine office and work from home
- Competitive salary and compensation package
- 401K with match
- Employee Incentive Plan (EIP)
- Health and dental, medical coverage

Posting Statement:

- All applicants must be legally permitted to work in the United States without a visa; we cannot provide new or continuing visa sponsorship opportunities at this time.
- Nebulaworks is an Equal Employment Opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin, protected veteran status, disability status, sexual orientation, gender identity or expression, marital status, genetic information, or any other characteristic protected by law.
- We request candidates to scrub such information from their resumes before applying to help make Nebulaworks an inclusive environment for everyone.

To apply:

Please send your resume to careers@nebulaworks.com

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