

Account Executive - Named Toronto

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Company: WalkMe

Location: Toronto

Category: other-general

About the position

WalkMe pioneered the Digital Adoption Platform (DAP) to empower business leaders to accomplish the promise of technology in today's overwhelming digital world. Through WalkMe's guidance, engagement, insights, and automation, employees are more efficient, executives have better visibility into digital usage, and organizations maximize the full value of their digital assets to empower digital transformation.

WalkMe is looking for an experienced Account Executive to manage our largest and most strategic accounts. As a **Named Account Executive** at WalkMe, you'll be responsible for new logo acquisition, cross-sell / upsell, and securing existing renewals in the assigned Fortune 500 account base. WalkMe Account Executives lead a consultative sales cycle, based on Value-Selling, across multiple business owners and departments within each client. The Named Account Executive will partner with Sales Engineering, Customer Success, and our Channel organization to drive positive customer outcomes and revenue growth.

What You'll Own

You will manage an existing book of business with the opportunity to upsell & cross-sell across multiple lines of business within your accounts

Prospecting & new logo acquisition of F500 accounts within your assigned territory

Understanding and mapping of large, complex accounts with multiple lines of business

Responsible for forecasting and achievement of quarterly/annual target quota

Building relationships with existing partners with a focus on large SI's

Present WalkMe solutions using a value-selling approach and methodology

What You'll Need to Succeed

10+ years experience in Enterprise SaaS sales

Demonstrated ability to craft compelling business and technical justifications while leading a consultative sales cycle

Experience closing 6-7 figure deals within Fortune 500

Proven track record of navigating complex organizations at the Executive level

Experience selling to Sales, HR, Product Owners, and a variety of technical and non-technical personas

Dedication to understanding the product and developing deep domain knowledge

What Sets Us Apart

At WalkMe, we are dedicated to building a workforce that reflects the diversity of our global community and clients we serve through inclusive programs and initiatives including equal pay, employee resource groups, holistic benefits and more. We are committed to fostering an inclusive culture which celebrates the unique experiences and perspectives each Team Member brings to the workplace.

We seek to hire and develop the best talent, bringing a range of perspectives, experiences and background to the DAP category. This helps us better meet the diverse needs of our global communities and clients with creativity, insight, and market innovation. We welcome and encourage applicants from across different genders, gender identity and expression, sexual orientation, race, age, national origin, citizen status, religion, body size, socioeconomic status, ability, neuro(a)typicality, physical appearance, veteran status or any other characteristic.

Flexible Work Arrangements: We offer remote/hybrid and flexible hours to help manage work commitments and personal life effectively.

Supportive Culture: We focus on the whole person, celebrating what makes us unique, and create space for community.

Professional Development: We encourage continuous learning and offer opportunities for career development through our career compass offering.

Comprehensive Health Care Coverage for our Employees and Families, 401(k) program with company matching (up to \$5,000), and a vacation policy to encourage a healthy work-life balance.

WalkMe is recognized as a Star Performer in DAP for the 2nd year in a row!

WalkMe helps international companies such as: IBM, LinkedIn, Walgreens, Microsoft, Adobe, Hershey's, Quest Diagnostics and more!

Our job titles may span more than one career level. The starting base pay for this role is between \$140,000 and \$185,000 CAD. The actual base pay is dependent upon many factors, such as: training, transferable skills, work experience, business needs and market demands. The base pay range is subject to change and may be modified in the future. This role may also be eligible for bonus, benefits, and RSUs as part of our competitive total rewards package.

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