



## Mid Market Account Executive at JUICER Pricing

### Overview

JUICER Pricing, at the cutting edge of pricing solutions for the restaurant and hospitality industry, is in search of a Mid Market Account Executive with a hunter mentality. This position is perfect for a sales professional adept at identifying and securing new business opportunities. The successful candidate will significantly contribute to our sales and revenue growth by leveraging our innovative solutions to meet the distinct needs of small to mid-sized businesses in the sector.

### Key Responsibilities

- **Proactive Sales and Business Development:** Implement aggressive sales strategies to exceed sales targets by identifying, engaging, and securing new clients in the restaurant and hospitality sector. Utilize a hunter mentality to find potential clients, initiate contact, and develop strategies for successful client acquisition and lasting partnerships.
- **Client Engagement and Account Management:** Build and nurture strong relationships with both new and existing clients, understanding their unique challenges and goals. Offer tailored JUICER Pricing solutions to ensure client satisfaction and retention.
- **Industry Expertise:** Keep abreast of the latest industry trends, challenges, and opportunities, using this insight to position JUICER Pricing as an essential partner for client success.
- **Collaboration:** Work closely with teams across the company to ensure client needs are met and sales strategies align with company goals.
- **Reporting and CRM Commitment:** Emphasize diligent reporting and a strong commitment to utilizing CRM tools. Regularly update senior management on sales activities, pipeline development, and forecasts, leveraging CRM software to track progress, manage leads, and analyze data to optimize sales strategies.
- **Travel:** Regularly travel to trade shows, key client visits, and new business opportunities to boost JUICER Pricing's market presence and cultivate industry relationships.

## Job Requirements

- **Experience:** At least 3 years of sales experience in a hunter role, ideally within the restaurant and hospitality industry. Familiarity with pricing, SaaS, or technology sales is preferred.
- **Education:** Bachelor's degree in Business Administration, Marketing, Hospitality Management, or a related field.
- **Skills and Attributes:** Exceptional communication, negotiation, and closing abilities; strong listening skills and a consultative selling approach; expertise in social selling, especially on LinkedIn. Must be a proactive team player, thriving in a fast-paced environment, with a significant emphasis on CRM usage.
- **Knowledge:** Comprehensive understanding of SMB market dynamics within the restaurant and hospitality industry. Proficient in CRM software and Microsoft Office Suite.

## Company Culture and Compensation

- **Location:** US / Remote
- **Compensation:** Competitive salary, commission/bonus structure (commensurate with experience), and generous vacation time.
- **Culture:** JUICER Pricing promotes a fun, collaborative, and dynamic work environment, emphasizing:
  - **Teamwork:** Valuing collaboration and collective success.
  - **Accountability:** Holding ourselves responsible for outcomes, embracing ownership, and delivering on commitments.
  - **Coachability:** Being open to feedback, eager to learn, and constantly seeking ways to improve.
  - **Innovation and Continuous Learning:** Encouraging creativity, innovation, and continuous professional growth.
  - **Celebration of Success:** Recognizing and celebrating achievements, both big and small, as a team.

***JUICER Pricing is an equal opportunity employer, dedicated to diversity and inclusion. We welcome applications from all qualified candidates, aiming to revolutionize the restaurant and hospitality industry together.***