

Reports To

TBC

Department

Sales and Marketing

About us

5app is a dynamic and fast-growing SaaS company that specialises in delivering robust learning and communication solutions to organisations worldwide. With a solid market presence backed by a portfolio of renowned brands and a partnership with Hemsley Fraser—a global top 20 learning provider—we're poised for expansion.

As we build our client base and scale our operations to meet increasing demand, we invite you to be a part of our innovative start-up culture. Join our friendly and sociable team to contribute to our ongoing success and share in our excitement for the future.

About the team

Our colleagues are committed to excellence, focusing on winning and having fun simultaneously. We support one another while driving accountability for outstanding results and performance. The Go To Market team is instrumental in fostering company growth by maintaining a balance of integrity and innovation, creating an environment where team members are empowered to bring their best selves and continually develop by challenging themselves and others.

About the role

At 5app, our Account Executives are key players in our growth team. With a net new revenue focus, they are the fuel for 5app's new customer and partner growth. This fantastic team of hardworking

class of learning, knowledge sharing and communication solutions. We want to make sure that our customers are positively satisfied from day one and forever ongoing. In this role, you will:

- Develop strategy for prioritising, targeting, and closing key opportunities in assigned territories
- Perform account planning for assigned accounts, coordinating with other resources to ensure strategic alignment across our growth team
- Initiate and support sales of 5app solutions within Medium Enterprise prospects
- Maintain accurate and timely customer/prospect, pipeline, and service forecast data
- Generate a pipeline of prospects using your network, social media, email, events, and progress them through to revenue
- Prepare bids and proposals across an international market, translating business requirements into creative solutions
- Work closely with marketing to define sales strategies for target audiences
- Develop strong and trusted relationships through regular high-quality interactions, webinars, product demos, pitches and presentations
- Evolve 5app's pricing model to stay competitive in the market, whilst reflecting the value the product delivers
- Negotiate commercial agreements, managing relationships through to closing

About you

- 5+ years of experience selling SaaS based technology ideally in the L&D/Ed Tech space to C-levels from a field sales position.
- Experience negotiating deals with a variety of C-Suite Executives to close opportunities
- Experience in engaging in a programmatic approach to generate and develop leads within your territory
- Proven track record in a high-velocity sales cycle, including prospecting for opportunities
- Understanding of the strategic competitive landscape of the industry by staying up to date with trends and customer needs so you can effectively position 5app solutions within accounts
- Comfortable working in a start-up environment and selling impactful solutions with low brand recognition

Benefits

5app has an innovative start-up culture and a friendly sociable team. We pay competitive salaries and have a very attractive sales commission plan. We have transitioned away from our London office to a fully remote working from home model for the foreseeable future, while we make plans for our new workplace in central London.

How to apply

If you feel you could be a good match for this role and are interested to find out more, please email your CV and a cover letter. At 5app, we value attitude and cultural fit as well as skills and experience - if there's any aspect of 5app or the job requirements you're not sure about, please don't hesitate to ask us any questions before applying.

Our culture is defined by our people. In the 5app team, we truly value each other, and this means making sure every team member can thrive and feel encouraged and celebrated.

Inclusive recruitment processes are not only vital for business success, it's an important part of our role in society. We're working to create an environment that is friendly and inclusive for everyone - and we understand that it's an ongoing process. We welcome applications from all kinds of people, particularly those currently underrepresented in the tech sector.

If you choose to apply for this role, we won't discriminate against you on the basis of sexual orientation, ethnicity, gender, gender identity, age, religion or disability.