

Enterprise Account Executive (San Francisco, California - Sales)

As Ivo scales, we need experienced enterprise sellers to convert demand into happy customers and expand our footprint.

**\*\*Position overview\*\***

- \* Turn inbound demand into new customers; manage and expand the enterprise pipeline.
- \* Improve sales processes and share insights from prospects to inform product development.
- \* Proactively execute outbound strategies tailored to large enterprise accounts.

**\*\*Ivo might be a good fit for you if\*\***

- \* You consistently exceed sales targets, especially with large enterprise clients.
- \* You can handle a high volume of deals, are highly organized and take coaching well.
- \* You have a "do what it takes" attitude, are relentlessly resourceful and move quickly.
- \* You are excited about the adventure of building a company.

**\*\*Compensation & benefits\*\***

- \* OTE range roughly \$250K-\$300K (plus equity).
- \* Relocation/visa support, comprehensive medical/dental/vision, unlimited PTO and on-site perks.
- \* In-person role in San Francisco.