

Mid-Market Account Executive (San Francisco, California or New York - Sales)

As part of Ivo's growing sales team, the Mid-Market Account Executive will manage pipeline and convert demand into customers across mid-market companies.

****Role overview****

- * Turn inbound demand into happy customers and manage the sales pipeline.
- * Improve sales processes and share prospect insights with product teams.
- * Proactively execute outbound strategies tailored to mid-market accounts.

****Fit****

- * Consistently exceed monthly, quarterly and annual sales targets.
- * Highly organized and coachable; able to manage a large number of deals.
- * Do-what-it-takes attitude and relentlessly resourceful; bias towards action.
- * Experience in startup environments is helpful but not required.
- * Excited about building a company.

****Compensation & benefits****

- * OTE range roughly \$200K-\$250K plus equity.
- * Relocation/visa support; comprehensive medical benefits; unlimited PTO; on-site perks.
- * In-person role in San Francisco or New York.