



Senior Account Executive | Vega Cloud

Location: Remote

Our mission at Vega is to help businesses better consume Public Cloud Infrastructure. We do this by saving our clients 15% of their annual bill on average - with some customers saving over 50%. This is an exciting time to join Vega in the growth stage of our next-generation SaaS platform for Cloud FinOps

- **Who we are:** A new disruptor in a stale market full of misguided approaches costing businesses billions every year
- **Who you are:** A dynamic professional who values relationships over quota and believes in doing the right thing for customers every time
- **What we can do:** Provide an employee-first culture where people want to work and a path to significant earnings

What you'll do:

- Own and hit/exceed annual sales targets within assigned territory
- Develop and execute a strategic plan to achieve sales targets and expand our customer base
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition of Vega through proposals and presentations
- Regular data capture off sales motions
- Understand the landscape and trends of Cloud Management

Skills you'll bring:

- 5-7+ years' experience with B2B Software as a Service (SaaS) sales
- BA/BS degree or equivalent experience
- Proven sales executive experience, meeting or exceeding targets
- Previous experience as a sales executive, sales manager, or sales and marketing director
- Ability to communicate, present & influence all levels of the organization (executive & C-level)
- Existing relationships with Enterprise decision-makers
- Proven ability to drive the sales process from plan to close
- Proven ability to articulate the distinct aspects of cloud-based SaaS products
- Excellent listening, negotiation, and presentation skills



- Excellent verbal and written communications skills
- Bonus for experience in IaaS Sales (AWS, Azure, GCP, etc.)

Benefits we offer: Medical, dental & vision coverage (with premiums for you and your dependents paid for by Vega Cloud), Flexible Spending Account (FSA), 401k Plan, Unlimited PTO, stock options, and more

To apply, email your resume to careers@vegacloud.io