



# Account Executive

## **Who is Optera?**

We deliver software and expert services to help the world's largest companies stop climate change. Our market-leading products provide companies with the tools and insight they need to reduce the environmental impacts of their businesses, supply chains, and products. We are backed by some of the most respected US-based venture capital firms and have a robust client list, including leading Fortune 500 companies such as Dell, Cisco, HPE, Williams-Sonoma, and Target.

## **What problem are we solving?**

We provide companies with the data tools and expert support they need to stop climate change. Major corporations are the largest emitters of carbon emissions. Across the globe, companies are responding to pressure to address climate change by setting goals to aggressively reduce emissions by 2050. Our software enables corporate teams to collect, manage, and analyze emissions data across their operations, supply chain, and products, all with the aim of achieving their goals and saving the planet.

## **Why work at Optera?**

Our team dedicates its skills, talents, and time to make the world a more sustainable place for future generations. We have a collaborative and dynamic culture where everyone plays a critical role and has room to learn and grow. We provide our teammates the flexibility and space to thrive personally and professionally.

## **Why this opportunity?**

Our business is growing faster than ever, and we are looking for a core team member to join our Global Sales & Service Team. We are looking for someone who can generate sales with clients ranging in size from Fortune 500s to small independent organizations. You will be tasked with generating new revenue with a focus on prospecting, solution selling as well as existing client upsell. This role manages sales opportunities ensuring buy-in from stakeholders across the organization to address business needs and deliver client value. We are looking for someone who is driven to succeed and can develop strong relationships with business leaders and executives. If that sounds intriguing, come join the team that delivers the most effective ESG management platform in the world!

## **The Role and Responsibilities**

- Continually prospect and network for new leads through warm and cold prospecting
- Devise and implement creative outbound strategies to initiate conversations with VPs and C-Level prospects at target customers/markets
- Align internal resources to demonstrate Optera's value to the client and navigate clients through full sales cycle from discovery call through contracting
- Effectively qualify leads and identify prospect needs utilizing product and industry understanding to illustrate value proposition of Optera software and services
- Utilize CRM system to provide timely and accurate sales activity tracking and status updates along with sales forecasts and metrics
- Stay informed of product line, competition and industry trends that may impact client business activities
- Foster collaboration between Marketing, Sales, Services and Product functions (i.e. relay market intel, insight on buyer challenges/opportunities, product feedback, test messages, etc.)
- Attend Industry specific tradeshows and conferences and assist marketing team in development and implementation of marketing plans as required
- Delivery of on-site and online sales presentations and software demos
- Prepare and deliver quotes and proposals, and respond to ongoing RFPs
- Facilitate client transfer to the Services team
- Actively build product knowledge to ensure a high level of literacy on the Optera system as well as new functionality

## **Your Qualities**

- Ability to communicate at a high level with various internal and external parties such as clients, vendors, employees and executives
- Strong communication skills
- Highly responsible, self-motivated and able to work with minimal supervision
- Desire to build and maintain a world-class, supportive, fun and productive work environment
- Good interpersonal skills, maturity, credibility, confidence, and integrity
- Dedication to supporting an environment that is safe and welcoming to all
- Enjoys a dynamic, fast-paced environment and seeks out new challenges
- Demonstrated ability to find ways to add value outside of your defined role
- Humility and sense of humor
- High personal standards and commitment to delivering high quality work products

## **Your Experience/Qualifications**

- Multiple years of previous software and service sales or relevant experience
- Experience defining solutions with clear value propositions that provide tangible ROI to their business
- Experience with maintaining sales pipeline and target account data in a CRM system

- Experience identifying, prospecting and developing accounts
- Experience with enterprise sales
- A proven track record of closed sales and client satisfaction
- Highly motivated, possess a positive attitude and driven by targets
- Ability to engage, negotiate, discuss and present with Business Leaders and Executives
- You are knowledgeable of SaaS business models and software sales cycle

## Nice to Have

- Understanding of the ESG industry
- Understanding of carbon emissions accounting practices and methodologies
- Sales background in technology is considered an asset

## Commitment to Diversity and Inclusion

Optera is committed to creating a diverse environment that is safe and welcoming to all. We are proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. We take this very seriously and expect that you do too.

## Benefits

- Unrestricted PTO and flexible work schedule
- Recharge Fridays: Every other Friday off
- Health insurance including dental and vision
- Short and Long term Disability Insurance
- 12 weeks maternity/paternity leave (8 weeks paid)
- Wellness budget
- Budget for home/office workstation
- Professional development budget
- 401k with 4% company match and ESG investment options
- Company-wide Bonus program
- Colorado Eco-pass (regional bus pass)
- Team happy hours, hikes/bike rides, and ping-pong

Location: remote (US and Canada) with optional office in Boulder, Colorado

Position: Full-time

Base Salary: \$85,000 - \$105,000 plus bonus and option for equity

On Target Earnings (fully ramped): \$170,000 - \$210,000

## How to Apply

Please send a brief statement of interest and resume to [hiring.sales@opteraclimate.com](mailto:hiring.sales@opteraclimate.com) with the subject line "Account Executive – [Your Name]."