

## Senior Account Executive

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Company: AppsFlyer

Location: Japan

Category: other-general

### What you'll do:

Plan, prospect, and own sales execution for various accounts across various verticals including enterprises

Manage pipeline by Identifying and developing new sales opportunities

Provide accurate sales forecasting

Identify prospects' needs and pain and take value-selling approach

Provide compelling presentations with product demo

Negotiate contracts from start to finish

Establish a reputation as a trusted advisor among targeted accounts

### Who you are:

5-8 relevant experience including 3+ years of B2B SaaS sales experience.

Ability to speak and write English fluently

Proven performance achieving quota targets

Experience managing complex and competitive sales cycles

Experienced with CRMs (ideally Salesforce)

Strong business acumen and professionalism

Demonstrated understanding of the digital and mobile marketing ecosystem

Ability to effectively grow relationships and partnerships with prospects from all levels of the organization

Enterprising and never-give-up spirit with positive attitude

Desire to learn and understand our technology from end to end

Collaborative and solution-oriented

Above all, have growth mindset

**Bonus points:**

Being introduced by an AppsFlyer team member

Mobile (iOS, Android) advertising experience or ad monetization experience

Experience in working with Mobile Measurement Partner (MMP) platforms

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**Cross References and Citations:**

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