

Enterprise Sales Executive (Full-time)



OTO

August, 2019

At OTO we're redefining our understanding of the human voice and unlocking the potential of intonation-based voice intelligence.

OTO is the latest spin-off from SRI International, Silicon Valley's most prestigious research centre with 70 years of pioneering innovation and a track record of successful spin-off ventures including Siri (now Apple), Nuance Communications and Tempo AI (now Salesforce). OTO is VC-backed with teams in New York, Zurich and Lisbon - our newest location.

At OTO we love feedback and we strongly encourage open communication and knowledge sharing. We're looking for team-players who will help us build a dynamic, diverse and fun work environment. You can get a sneak peek of our daily life on [LinkedIn](#) and [Instagram](#).

Position Summary

The Enterprise Sales Executive, under the supervision of our CEO, will lead our sales efforts in the US. This key sales position will align and structure our exiting sales efforts and set the foundation for rapid growth in the US market.

As our Enterprise Sales Executive you will...

- Manage prospects from lead to close
- Land and expand business with greenfield opportunities
- Clearly articulate and demonstrate our value proposition, creating excitement and enthusiasm among prospects
- Cultivate lasting relationships with customers
- Crush your quota
- Take a strategic view in order to continuously innovate and optimize the sales processes

Requirements

- 7+ years of relevant work experience
- Previous SaaS and enterprise software experience - preferably in sales & marketing or contact center software
- Excellent verbal and written communication skills
- Passionate about providing an exceptional customer experience
- Solution oriented and always ready for a good challenge
- Creative, resourceful, detail-oriented, and well-organized
- A strong team player but still a self-starter who thrives in a fast-paced, high-growth startup environment
- Someone who flourishes when given responsibility and a sense of ownership

Notes

Candidates must have work authorization for the United States.

Team

Sales

Location(s)

New York, United States (other locations possible)

Salary

Commensurate with experience

Application

Please submit your application online using this link: [Application Form](#)

Only complete applications will be considered.