



** Remote position based in the U.K.*

1touch.io is a U.S.-headquartered and Israeli-based technology company and the pioneer in Sensitive Data Intelligence. The company ensures automated, real-time discovery, classification, mapping, and tracking of sensitive personal data flow. The company has designed an AI-based sustainable data discovery and management platform, which is called Inventa, to ensure the privacy, security, and governance of data. Our target market is largely distributed, hybrid customers that hold petabytes of information in different structures and forms in different locations - on-prem and cloud.

We are looking for a skilled and dynamic **Account Executive** who is driven, hard working and adaptable. In this role, you will help us land customers, primarily through outbound efforts and handling the entire sales cycle from prospecting to close.

Account Executive

- You must have experience in targeting Fortune 500 franchise accounts + commercial (1000-10,000 employee organizations) for use of a data discovery and classification platform. You thrive on making a quantifiable value difference in your accounts and building long-term relationships.
- We are building a world-class, high performance team focused on improving our customer's business to grow our own and are in a key inflection point of revenue growth and scalability with a large opportunity to make an impact and join an early sales organization.

What You'll Do:

- Uncover, educate, and close prospective customers on time and on forecast that meets company metrics and objectives
- 80% of your time in the field with prospects, customers on identifying and delivering solution presentations, demonstrations and effectively facilitate customer proof-of-value projects to close 1touch initial and ongoing business
- Become an expert in translating the 1touch platform into the language of the customer to sell the outcome impact to business buyers
- Work methodically and cross functionally to insure customer use cases are adopted, meet customer value success metrics and drive customer advocacy
- Accountable for providing a weekly forecast of your total business

Skills/Qualifications:

- SaaS Enterprise Account "Use Case Hunter": Demonstrated 5-7+ years of direct (vs. overlay) SaaS mid-market/enterprise sales experience using use cases for targeting, prospecting, leading

impactful proof of value efforts and negotiating the complex sale to land and expand Fortune 2,000 accounts.

- Demonstrated early-stage growth firm sales success (1st-3th in market) with a well-regarded, market-leading, disruptive SaaS solution provider. Proven performer with consistent over quota performance.
- Thrive on sustaining high activity levels with inside as well as field sales across all channels, including emailing, calling, and LinkedIn outreach. Your outbound activity will drive success metrics faster.
- Challenger of status quo by identifying use cases for quantifiable business value through process improvement. Close attention to detail, with a process and solution oriented, customer mindset to uncover and prove out multiple land and expand use cases.
- Proficient with leading sales tools such as salesforce / Clari; LinkedIn Sales Navigator, Outreach.io and Discover.org etc.
- Tenacious: Smart, resourceful, hardworking and always ready to go the extra mile to ensure customer success is a must. Builds customer trust.
- Ability to articulate 1touch's value proposition and translate to customer business value with C-level executives across legal, finance, and procurement
- Problem solver and adept Negotiator for "win win" solutions/agreements
- BA/BS degree or higher from an accredited university

To Apply

Qualified candidates send your resume to hr@1touch.io.