



POSITION: SR. ACCOUNT EXECUTIVE/ ACCOUNT EXECUTIVE FOR LATAM

LOCATION: MIAMI, FL

WHO WE ARE

Acuant is a next gen Identity Verification Platform that reduces fraud while providing a seamless customer experience. Award-winning products include ID capture and auto-fill software and ID authentication with the industry's highest speed and accuracy rates. Solutions are deployable via web services (cloud), mobile and desktop applications. Acuant also offers Chip and e-Passport authentication with PKI, facial recognition software and manual review of IDs.

Holding more than 20 patents and powered by human-assisted machine learning, Acuant possesses the industry's largest ID library and has completed more than 3 billion transactions worldwide. Partners include Fortune 500 and FTSE 350 organizations and start-ups in all industries. For more information please visit WWW.ACUANTCORP.COM.

WHAT WE LOOK FOR

The **Sr. Account Executive/ Account Executive for LATAM** role is to accelerate Acuant growth by executing the Sales strategy with assigned existing accounts and new account openings. The successful candidate will have the experience and understanding of how to penetrate and grow accounts in the ISV and Channel Partner space, including: strategic selling skills, strong technical acumen, and account planning. He/she will carry a quota.

Qualifications for the role include:

- 3+ years of Solutions selling experience; creating demand, understanding customers' requirements, and becoming a trusted advisor
- English/ Spanish fluency required
- Experience selling into LATAM and knowledgeable of diverse cultures
- Strategic solution selling experience within large complex accounts
- Experience selling to accounts indirectly in support of a reseller, agent, and partner network (there will be direct selling as well)
- Ability to keep company CRM (Salesforce) system up to date and communicate activity to manager
- Engaging and aligning sales resources across the company and partners
- Strong relationship management skills
- Bachelor's degree required

WHAT YOU BE RESPONSIBLE FOR

- Identify customer business needs, challenges and technical requirements and recommend Acuant solutions while differentiating Acuant from the competition



- Leveraging external partners (reseller, platform partners) to recommend complex solutions
- Drive net new logo business
- Develop and execute business plans in conjunction with the Sales Manager/Director of Sales – Product to define a go-to-market strategy
- Coordinate with the rest of the organization on a strategy for lead generation and qualification for key identified prospects
- Engage and influence a broad set of decision makers at senior levels within prospects and clients
- Strategize and negotiate complex contractual terms and condition
- Drive a coordinated sales approach with the complete Acuant team including: Sales Management, Marketing, Sales Engineers, Customer Care, etc.
- Support and promote corporate strategy and initiatives
- Exceed annual sales quota
- 25% Travel (approximately)

HOW WE VALUE OUR EMPLOYEES

- You will always be heard, decisions are collaborative
- Competitive compensation
- Challenging and rewarding work
- Generous benefits package
- Work with an incredible team of smart and mission-driven people