



Account Executive - Technology Solutions

Location: US

Job Type: Full-Time

Department: Sales

Reports To: VP, Sales

About Altigen Technology Solutions

We empower businesses with cutting-edge UCaaS, CCaaS and Teams Phone solutions with an emphasis on the financial services vertical market. From introducing the first IP PBX to building the first unified communications app for iOS and Android to becoming the first vendor to integrate contact center solutions with Microsoft's Communications and Collaboration products — we've always strived to be at the forefront of innovation. We're looking for dynamic people to join our sales team in our quest to redefine the future of business communications.

About the Position

As an Account Executive, you'll be at the forefront of driving revenue growth with our Teams communications solutions. You will identify and cultivate new enterprise customers and reseller partners, build relationships with decision-makers, and close business through a consultative sales process – positioning Altigen's solutions as the strategic choice for Microsoft-centric organizations.

Key Responsibilities

- Source new opportunities through prospecting, networking, and lead follow up.
 - Cultivate Microsoft partners having Teams and/or Modern Office competencies.
 - Conduct presentations and demonstrations to showcase our solutions.
 - Establish trusted advisor relationships with C-level and line-of-business stakeholders.
 - Identify customer business objectives, requirements and pain points.
 - Meet and exceed monthly quotas for calls, demos, and sales.
 - Maintain accurate records in Zoho CRM for pipeline management and reporting purposes.
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Required Qualifications

- 7+ years of sales experience in UCaaS, CCaaS, or related cloud communications solutions
- Proven track record of exceeding quota within complex, high-velocity sales cycles
- Strong understanding of customer engagement technologies
- Excellent communication and presentation skills
- Self-starter with a competitive mindset and get the job done attitude



Preferred Qualifications

- Bachelor of Science / Bachelor of Arts degree.
- Knowledge of the Microsoft stack, particularly Microsoft 365 and Teams.
- Demonstrated success in working with mid-sized to large enterprise clients.
- Experience in dealing with financial institutions, particularly banks and credit unions.

What We Offer

- Competitive base salary plus uncapped commission structure
- Comprehensive benefits package (health, dental, vision, 401K)
- Flexible remote-first work culture with periodic team gatherings
- Ability to help shape our go-to-market strategy as a key member of the team
- Opportunity for advancement based on your success

Contact

If you meet the above qualifications and are interested in this position, please respond by sending an email with your resume to hr@altigen.com with the position title in the subject line. We are an Equal Opportunity/AA Employer. Only qualified applicants will receive a response.