

# Senior Account Executive - Lending Sales

Austin, Texas - USA

## Background:

This role is open to SaaS software salespeople in the Austin metro area

Validis is looking for a talented, experienced software sales professional to join the Lending Sales team as a Senior Account Executive. The Senior Account Executive will be tasked with generating revenue for Validis specifically through the acquisition of net new clients in financial services and alternative lending markets. Success is measured by performance against key performance indicators and a revenue target set forth by the SVP of Business Development.

The ideal candidate will have a strong record of meeting or exceeding revenue targets in these markets with exceptional performance in proactive opportunity identification, sales cycle management and closing sales. This individual who can think strategically and is adept at building and maintaining very strong relationships across multiple levels of an organization also thrives in a fast paced, high growth, results-oriented environment.

We believe in a competitive, team-oriented environment that requires the full investment and engagement of every team member. We expect team members to focus on creating a solution-driven environment by encouraging creativity and innovation. Modernizing and improving the lending process is a hot-button topic within these markets and there is a high need for dedicated, creative, and driven individuals who are committed to creating solutions that redefine how these organizations interact with their clients. Our sales executives have an in-depth understanding of our technology and services and work with their customers and prospects to provide needs-based solutions. This is a team-oriented role that requires Integrity, Passion, Dedication, Curiosity, Collaboration and Accountability.

## Key responsibilities:

- Identify and engage new Validis sales opportunities
- Responsible for sourcing, qualifying, managing the review process, negotiating, and closing new opportunities for products and services
- Develop a business plan within a sales territory that maximizes new client acquisition and attainment of sales goals.
- Effectively articulate and deliver value propositions for the software and services based upon ROI cost/benefit analysis.
- Develop strategic sales and marketing plans to deliver on revenue targets.
- Act as an expert resource and thought leader on Validis value propositions.
- Stay current with partnerships, products, and market changes within their focused vertical markets
- Perform other duties as assigned to ensure success of Validis operational objectives.

## Skills/Experience:

- 5+ years of SaaS software sales, focus on Financial Services market preferred
- Bachelor's Degree or relevant combination of training and experience required.
- Proven ability to prospect and develop net new territory into pipeline
- Direct, proven success in meeting or exceeding revenue targets.
- Understanding of key industry verticals and their business drivers is critical
- Experience working effectively with technical and commercial business stakeholders.
- Demonstrated ability to communicate in person, verbally and in writing with Senior & C-Level management
- Management.
- Accomplished in lead generation and prospecting activities.
- Ability to travel up to 40% of the time, within the United States and Canada
- Eligible to work in the United States

At Validis we enable small business to get better access to funding through financial institutions and alternative lenders. We do this through world-class technology that enables banks to have a faster, more accurate view of the small business financials, thus making it easier for them to review, decision and originate loans.

Our benefits include competitively priced medical and dental plans, a well-rounded 401k plan, weekly office breakfasts, social activities and a well-balanced work-life balance that includes generous sick and vacation time.

If you believe that you align with these core values and wish to learn more about our team, please email [Matt.Chase@validis.com](mailto:Matt.Chase@validis.com).