



**Role:** Enterprise Account Executive

**Location:** Bentonville, AR or Remote

**Contact:** [Haitham@nuqleous.com](mailto:Haitham@nuqleous.com)

### **Who We Are**

Are you ready to revolutionize the world of retail with Nuqleous? Since our inception in 2013, we've been at the forefront of innovation, providing cutting-edge space-planning-automation and performance analytics software. With over 75 leading consumer packaged goods (CPG) companies on board—including giants like Kraft-Heinz, Danone, and Anheuser-Busch—we're not just changing the game; we're defining it.

Imagine a world where agility and efficiency are not just buzzwords but the cornerstones of success. That's what Nuqleous brings to the table. Our software products empower CPGs to boost margins, slash inefficiencies, and drive sales across 700 categories and 3,700 brands, representing a staggering \$40.9 billion in annualized sales.

Join us at Nuqleous and be part of the revolution. Together, we'll redefine retail and shape the future of an industry. With our innovative software solutions and unbeatable team spirit, the possibilities are endless.

### **How you'll contribute:**

The Enterprise Account Executive position is tailored for those who inherently possess an unwavering drive, relentless determination, and a natural inclination towards achievement. We are on the lookout for candidates who exhibit a sense of urgency, thrive under pressure, and are fueled by the challenge of surpassing goals and expectations. This role demands individuals who are inherently proactive, constantly seeking new opportunities, and pushing boundaries to propel both personal and organizational growth.

You'll take advantage of your hands-on experience within the industry (SaaS or CPG) - successful candidates will demonstrate a robust background in navigating the nuances of our sector, with a proven ability to leverage their expertise to drive results. Your past experiences serve as a testament to your ability to thrive in this space, and we're eager to see how you'll leverage your expertise to contribute to our collective success.

### **As an Enterprise Account Executive at Nuqleous, you will:**

Our Enterprise Account Executives engage with existing customers and new leads to sell the entire suite of Nuqleous applications. They build positive, trusted relationships with both key team members and c-suite decision makers within their patch and become naturals at helping customers realize value from their technology investments. You will use your skills to develop opportunities, through both warm leads and whitespace prospecting.

- **Prospecting and Business Development:**
  - Proactively identify and cultivate high-value relationships within the consumer-packaged goods (CPG) industry, building key executive relationships to turn prospects into customers.
- **Client Relationship Management:**
  - Drive growth by developing a deep understanding of each client's business, identifying opportunities for additional collaboration, and increasing our share of wallet through cross selling our solutions.
- **Goal Planning and Execution:**
  - Effectively plan and execute strategies to meet and exceed ongoing business goals and revenue quotas, utilizing a data-driven approach and leveraging market insights.

- Technology Platform Expertise:
  - Develop an in-depth understanding of our technology platform and operations, continuously improving and iterating upon our business processes to enhance efficiency and effectiveness.
- Market Insights and Consultative Selling:
  - Stay abreast of market trends and industry developments, continuously studying and deepening understanding to provide consultative insight to clients and internal stakeholders.
  - Champion Nucleous's value proposition, effectively articulating the benefits of ShelfIQ and Spotlight to potential and current clients.

**What we're looking for:**

- Bachelor's degree in business, marketing, communications, engineering, or related field
- At least 7-10+ years of experience in B2B enterprise sales, with a documented history of consistently exceeding sales targets and expanding business territories in complex business environment.
- In-depth knowledge of data analytics or space planning solutions within the CPG and retail sectors.
- Strong ability to build rapport with executive decision-makers, influencing outcomes through both an understanding of the customer's business and the unique solutions that Nucleous can deliver.
- History of working independently with a data-driven mindset for charting a path to short, medium, and long-term sales goals
- Best-in-class communication skills, with the ability to successfully convey key value propositions and quickly manage objections.

*Applicants must be authorized to work for any employer in the US. We are currently unable to sponsor or take over sponsorship of an employment Visa.*