



Compensation Guide

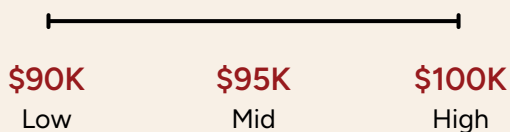
Account Executive

Account Executives (AE) drives revenue by identifying and closing new business deals, managing client relationships, negotiating contracts, and ensuring client satisfaction to meet sales quotas.

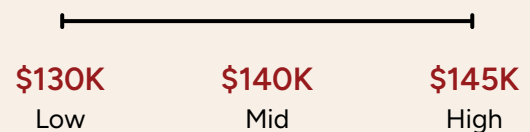
They are the main link between a company and its clients, ensuring customer needs are met and sales targets are achieved.

Compensation

Base Salary



On Target Earnings (OTE)



What makes a successful Account Executive?

- A strong **problem solver** with the ability to tailor custom solutions to clients.
- Developing and maintaining strong, trust-based relationships with clients to ensure long-term success.
- **Deep knowledge of sales processes**, including prospecting, negotiating, and closing deals