

Account Executive

Job Description

As an Account Executive, you will be driving corporate (Large Enterprise and SME) adoption of Altia Systems' video solution, which includes the PanaCast video collaboration camera, and the PanaCast cloud services.

Move fast. Speak up. Decide and own. Drive change. Exceed customer needs. These are some of the winning behaviors you'll need for success at Altia Systems. In this role you will:

- Build and maintain key account relationships at the end user (LE and SME) accounts, to win business and pull sales revenue through our direct channel
- Understand customer business collaboration problems, and helps them solve those issues by implementing the PanaCast video collaboration products with industry leading video platforms
- Position PanaCast as the end point product solution of choice for video collaboration across an entire company
- Provide customer insights relative to market trends, competitive landscape back to management and product marketing.

We offer the opportunity to join a Silicon Valley start-up with a highly differentiated and disruptive solution that is gaining strong early market and customer traction. We also offer a competitive compensation package, including salary, stock ownership, health benefits and a fast-paced and high-energy work environment.

We seek an ambitious team member with a track record of demonstrated vision and leadership throughout his/her career, with strong sales and teamwork skills, who thrive in a fast-paced environment, can manage multiple tasks well and is motivated by aggressive targets and commensurate rewards.

Required Skills and Experience

- 3 years+ IT or tech solution sales experience required
- Video collaboration experience & unified communications experience desired
- Established end user account selling relationships with Large Enterprise accounts
- Lead direct sales opportunities to drive overall revenue growth for company, as well as ability to work closely with channel partners to close deals
- Demonstrated ability to engage at all levels from team member to CxO level
- Strong public speaking and customer presentation experience
- Strong negotiation skills as well as excellent written and verbal communication
- Self-motivated and results driven sales skills

We are looking for Account Executives who can take ownership of their sales territory, learn the product and industry quickly, and have relaxed, open-ended conversations with potential customers to help them figure out their collaboration goals.

About Altia Systems

Altia Systems® is a venture-backed company based in Cupertino, CA, and creator of the PanaCast® Experience: a unique, award-winning solution which enables anyone on desktop or mobile to communicate with participants around the world in an immersive, interactive, individualized way, using real-time Panoramic-4K 180° field-of-view video, which replicates the human visual perspective and HD audio. The PanaCast 2 camera seamlessly upgrades popular collaboration suites with 180° field of view panoramic video. See altiasystems.com for more information.

The PanaCast Experience allows people to communicate immersively as a group, in real time, in a natural and personal way, from anywhere in the connected world. Each participant receives natural-looking 180° Panoramic-4K video streams on their own devices, with HD audio. They can then “look around” in the video streams on their own, as if they were there by using touch enabled gestures, without disturbing other participants’ experience. Discussions flow naturally and freely in PanaCast sessions, helping people see more and do more in less time during personal and business communications.