



# IRISTRACE

<https://iristrace.com/en/job/account-executive-latam/>

## Account Executive LATAM

### Description

We are a startup that helps to digitize data capture and information in multiple sectors through an easy to use app.

### Responsibilities

- Contact potential customers. Conduct demos and presentations of our product and services.
- Follow up to customer signing and onboarding.
- Immediate reporting of all CRM sales opportunities. Collaborate with the sales and marketing team to develop sales strategies.
- Learn all iristrace.com functionalities.

### Qualifications

- Previous experience in SaaS B2B sales, negotiation and closing.
- Knowledge of quality and food safety regulations.
- Ability to work autonomously and as part of a team.
- Good verbal and written communication skills.
- Availability to work remotely.
- Office, Teams CRM, among others.
- High level of English.

### Job Benefits

- Flexible Schedule.
- Sales Training.
- 100% Remote Work.
- Fixed Salary + Commission for sales and renewal.
- Financial assistance for equipment purchase.

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### Employment Type

Full-time

### Job Location

Remote work from: Mexico; Argentina; Chile; Colombia

### Date posted

11 January, 2023