A tech company in California is hiring for an Enterprise Account Executive to join their team permanently on a hybrid basis (in - office M, W, F). The company is a technology company specializing in AI-powered tools and resources for electronics design.

If interested, please send resume to teresa@innovativerecruitmentsolutions.com

Core Responsibilities

• Own the entire sales lifecycle from prospecting to close

• Create and execute data-driven GTM strategies targeting the electronics ecosystem

• Use proprietary insights to drive value-based sales conversations

• Build trusted relationships with engineering leaders and industry partners

• Lead negotiations and manage contracts in collaboration with legal and finance

• Develop market analyses, strategic sales materials, and pitch decks

• Continuously refine the sales playbook for company's growth

Must-Have Qualifications:

• 5+ years of sales experience, including technical or SaaS sales

• Prior experience at a Seed or Series A startup within the last 3 years

• Proven success meeting quotas near $1M annually

• High horsepower and drive—able to learn fast and operate autonomously

• Strong communication and data-driven storytelling abilities

• Experience with CRM and modern sales tooling

• Based in or near the Bay Area and able to work in-office 3x/week

Strongly Preferred:

• Technical degree (CS, Engineering, Physics, etc.)

• Prior experience as one of the first AEs at a startup

• SaaS experience with technical products

• Background at YC-backed or elite venture-funded startups

• Elite academic background