



Urgently Hiring!

We're looking for

Account Executive

Full Time / Contract

Job Description

- Run the full sales cycle from discovery through close
- Build and maintain strong relationships with prospects, clients, and strategic partners
- Collaborate with Product and Technical teams during complex deals to assess feasibility and set the right expectations with clients
- Achieve individual sales and revenue targets through client acquisition
- Achieve market entry goal for SNT AI Products
- Provide market insights and customer feedback to internal stakeholders

Qualifications

- Minimum 5 years of experience in Account Executive, Business Development, or B2B Sales roles in Top IT Companies
- Proven experience managing end-to-end sales process independently
- Proven experience handling regional or global clients is highly preferred
- Fluent in English (both written and spoken) is mandatory
- Strong communication, negotiation, and stakeholder management skills
- Strong technical knowledge on AI, IT or Autonomous System is highly preferred

Apply now at

Email: hr.192@snt.group