## Account Executive – EMEA

## **Description**

FirstIgnite builds AI powered software for universities.

## **Responsibility Statement**

The Account Executive is responsible for selling our SaaS product to universities in EMEA.

- Booking appointments.
- · Qualifying prospects.
- · Running technical demos.
- · Negotiating terms.
- · Getting signatures.
- Traveling to conferences and events.
- Developing and maintaining strong relationships with FirstIgnite customers.
- Providing quick and actionable feedback to the product development team in order to continuously improve functionality and effectiveness of the FirstIgnite platform.
- Reporting to the Head of Partnerships.

#### Qualifications

- We're seeking someone with experience closing SaaS contracts.
- Preference to candidates who have proven highly effective in a remote work environment.
- Preference to candidates who speak multiple European languages, extra points for German and French

## Compensation:

- · Competitive Base Salary
- · Commission on new logos and upsells
- Equity
- Benefits

# **Hiring Manager**

Leanna Berry

# **Employment Type**

Full-time

#### Job Location

Remote work from: FR, GB, DE, ES, PT, NL, PL, HU, SE, FI, NO, IT

### **Experience**

3+ years

## **Base Salary**

\$45K - \$60K

### Date posted

May 15, 2025

## Valid through

30.04.2025

Leanna Berry http://lse.firstignite.com