



Account Executive, Houston

- Sales
- Houston, Remote
- Senior
- Full-time

DESCRIPTION

Who Are We?

Moovit (www.moovit.com) is a leading Mobility as a Service (MaaS) solutions company and the maker of the world's most popular urban mobility app.

The Moovit free app guides people travel around cities effectively & conveniently, using any mode of transport. Introduced in 2011 it now serves over 650M users in more than 3,000 cities across 94 countries. The Moovit app was named "Best Local App" by Google in 2016, a finalist for Google's "Build for Billions" category in 2018 and one of Apple's Best Apps of 2017.

For governments, cities and transit agencies, Moovit offers AI-powered MaaS solutions covering operations and analytics, with proven value in reducing congestion, growing ridership, and increasing efficiency and asset utilization.

Moovit's advanced technology platform runs the world's largest repository of transit & mobility data. Hundreds of cities, transit agencies, and mega-events repeatedly choose Moovit to address their mobility challenges and increase their level of service to citizens and visitors. They were recently joined by Industry leaders such as Microsoft, Lyft, Uber, and TomTom who have partnered with Moovit to power their mobility offerings.

The Role

Having built a fast growing business, we are seeking a proven Sales Leader who can expand our B2B/B2G footprint in the region, build relationships and close opportunities with the region's most strategic accounts. As a hyper-growth company entering a rapidly evolving and fast growing market, Moovit is looking for an entrepreneurial hunter and hands-on sales person to open doors and manage the full end to end sales process.

Responsibilities

- Identifying and pursuing opportunities to sell Moovit mobility solutions
- Opening new accounts
- Leading client meetings and engaging Moovit sales support resources as required
- Reporting on sales activity and forecast to senior management
- Managing daily and weekly activities, pipelines, forecasts and closed deals to ensure above quota results



- Acting at all times in accordance with Moovit values and code of ethics

REQUIREMENTS

CV's must be sent in English

- Minimum 7 years of successful software sales experience, B2B/B2G SaaS preferred
- Strong written and verbal communication skills
- Self-motivated, self-starter, creative thinker and can do attitude
- Proven track record of exceeding quota and increasing sales year over year
- Proven success in building customer base and a market
- Experience managing, negotiating and closing sales of complex solutions in an enterprise sales environment
- Demonstrable ability to present leading technology solutions to C-suite and senior executives
- Great interpersonal and communication skills
- Team player with ability to work in an international environment

Preferred experience

- Public sector experience selling to the mobility or transportation space
- Experience selling a range of deal sizes including multimillion-dollar deals to large customers as well as transactions with medium sized customers
- Early stage company experience

Moovit not accept unsolicited agency resumes. Moovit will not pay fees to any third-party that does not have a signed agreement with us.