

## **Account Executive – Technology Advisory Sales (Remote)**

US-Remote

### **Overview**

Hyperion Research is looking for an Account Executive (technology advisory sales) who will focus on expanding our presence across the global advanced computing/HPC/AI markets by promoting and selling yearly subscription services, research reports, data, event sponsorships, and custom consulting services to existing and new clients.

Hyperion Research helps organizations make effective HPC, AI, QC and cloud decisions. This role will drive the full sales cycle through service completion, providing the opportunity to build client relationships and understand client priorities.

This position is ideally based in the broader Washington, DC area, but we will consider qualified candidates in the continental US.

### **Responsibilities**

- Meet or exceed the sales quota for each quarter
- Learn Hyperion Research products and services to pair with client needs and challenges
- Build and maintain strong partnerships with key stakeholders and decision-makers within client base
- Seek out and drive new business opportunities with an outcome of increased sales growth and overall YoY total bookings with existing and new clients across all Hyperion Research product lines
- Manage existing accounts, including contract renewal and retention through regular client contact
- Stay current on industry announcements and use them to develop prospects
- Generate activity reporting and monthly/quarterly/annual forecasting within Salesforce
- Communicate, coordinate, and collaborate with other Hyperion Research team members to develop opportunities within account base
- Prepare proposals, conduct client presentations, and negotiate contracts
- Travel as needed (average 2 days/month)

### **Qualifications**

- 5-8 years of technology-related sales experience or business development
- Bachelor's degree
- Experience in navigating industry, US government and vendor-side procurement and sales
- Solution selling experience
- Strong written and verbal communication skills
- Demonstrated experience in business development with existing accounts as well as new-client acquisition
- Experience establishing and maintaining trust-based client relationships
- Goal-oriented, self-motivated, independent, imaginative, and collaborative
- Strong time management and organization skills
- Prior market research industry sales experience helpful, but not required

### **What you will get:**

- Total compensation: \$125,000 - \$160,000, inclusive of base salary and estimated commissions.
- Premium health benefits: employer (fully) paid major medical, dental and vision, as well as an HRA that covers the major medical deductible
- Generous PTO
- 401k match
- Remote employment, providing flexibility and support
- Collaborative, team-oriented culture

**Who are we?**

At Hyperion Research, we provide services that help professionals make fact-based decisions on advanced technology purchases, and on building advanced IT products and services. Clients include vendors who are selling HPC, AI and QC technologies; users who are buying advanced computing products and services, funding groups; and domestic and foreign government organizations. Our team of HPC industry experts has been consulting in this area of research for more than 39 years.

At Hyperion Research we create, build and maintain strong client relationships. Research includes market sizing and forecasting, market share tracking, segmentation, tracking all types of IT technologies, end-use applications, and related trend analysis, and both user and vendor analysis for multi-user technical server technologies. Hyperion Research provides thought leadership and practical guidance for users, vendors, and other members of the advanced computing community by focusing on key market and technology trends across government, industry, commerce, and academia.

Hyperion Research policy provides equal employment opportunities to all applicants and employees without regard to race, color, creed, religion, sex, sexual orientation, gender identity, marital status, citizenship status, age, national origin, ancestry, disability, veteran status, or any other legally protected status and to seek to advance the principles of equal employment opportunity. We are committed to being an Equal Opportunity Employer and offers opportunities to all job seekers, including job seekers with disabilities.