

# Business Development Executive

at Accela  
Remote

## ABOUT THE ROLE

In this role you will be responsible for developing and securing net new business within various state agencies for all product offerings in the Accela portfolio.

### Specific Responsibilities:

- Identify and build relationships with key decision makers in prospect organizations
- Develop an understanding of business issues and opportunities in order to create a high value proposal focused on delivering their desired outcomes
- Lead and contribute to RFP responses
- Lead the development of opportunity strategy plans and periodic account reviews
- Own your pipeline to ensure long term, consistent performance in quarterly/annual quota achievement
- Ability to accurately forecast opportunities for a rolling 12-month cycle
- Build a comprehensive territory plan that outlines strategy to secure new prospects
- Build a detailed account plan for each of the top 10 accounts
- Facilitate discussions internally and externally relative to prospect/sales campaign coordination

### Required Qualifications

- 10+ years of experience selling enterprise-wide solutions (both software and services) to State agencies or the private sector
- Familiarity with government sales cycles and technology procurement decision processes
- Industry domain knowledge
- Strong interpersonal communication skills and ability to achieve set goals and deadlines
- Understanding of project delivery and coordination with delivery teams
- Prior RFP response skills
- Ability to travel more than 50%
- Track record of consistently meeting or exceeding quota
- Demonstrated prospecting skills

### Key Skills:

- Excellent customer service skills
- Independently motivated
- Strong problem-solving skills/Creative
- Highly organized
- Customer centric

- Excellent communication/presentation skills
- Ability to build trust quickly
- Sense of Urgency
- Strong networking

## **ABOUT ACCELA**

For nearly 20 years, Accela has been an industry leader in designing and delivering government software to improve efficiency, increase citizen engagement and enable the development of thriving communities. Today, citizens are savvy to how services should be delivered, and expect a consistently convenient, openly transparent view into their local government. While government agencies struggle to do more with less, our mission has never been more critical. Accela provides a robust, cloud-based platform of government software solutions that accelerate growth, efficiency, and transparency in communities of all sizes. From planning, to building, to service request management and more, Accela's SaaS offerings level the playing field for small and medium governments and enable smaller agencies to leverage larger city technologies. Our open and flexible technology helps agencies address specific needs today, while ensuring they are well prepared for the emerging challenges of the future.

## **OUR COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION**

Accela believes in developing and nurturing a workplace community where our differences are celebrated, and everyone feels a sense of psychological safety and belonging. Accela is committed to putting resources and attention towards evolving our practices, policies, and philosophies to enable diversity to thrive and to support equity in opportunity for everyone.

**Accela is an Equal Opportunity Employer/Affirmative Action Employer and will respond to requests for job accommodations.**

**All qualified applicants will receive consideration for employment without regard to race, sex, color, religion, national origin, protected veteran status, or based on disability, gender identity, and sexual orientation.**