



## Account Executive

### Who We Are.

B3 is a team focused on bringing data and analytics to support decision making at the nexus of water, land and people. We deliver water intelligence through an intuitive web-based data analysis platform to oil and gas and other industries focused on water management. B3 is a full-stack data company from our proprietary data collection platform to our extensive data management processes and our built-from-the-ground-up platform.

B3 team members are passionate, caring, driven, innovative, curious, unique and friendly. We are passionate about our work and the people we work with. We work side-by-side with our customers to provide information for superior decision making and quality data to analyze in minutes!

### The Role.

This role is the starting point for all prospective customers as they begin their partnership with B3. The Account Manager responsibilities include developing long-term relationships with a portfolio of potential customers and selling them on the value of B3's products and services, connecting with industry leading business executives and decision makers, maintaining our relationship with current customers, and most importantly, closing new accounts. The Account Manager is a hunter who collaborates with cross-functional internal teams to ensure the successful closing of new business.

### **Your toolkit**

- Effectively network with decision makers in various disciplines within the oil and gas industry
- Generate new revenue leads through prospecting and meaningful interactions (phone, email, events, etc.) and successfully monetize those relationships
- Leverage B3's CRM to ensure data on sales process and prospects is up-to-date and actionable
- Meet or exceed quarterly performance targets which include: leads generated, closed/won revenue and customer conversion rates
- Understand the importance of new sales and account retention with demonstrated expertise of an enterprise sales process including: prospecting and discovery stage, B3's value proposition, buying process, decision makers, and closing process
- Forecast, manage and report on sales forecasting
- Conduct tailored demonstrations based on prospective customers business needs
- Recommend potential new product features based on customer feedback and collaborate with Product team to represent voice of market
- Intangibles include being driven by results, high goal-orientation, and working with appropriate situational level of urgency

### Qualifications/Skills.

- Bachelor's degree in Business or related major
- Minimum of three years in a sales environment with two years in a direct, outside sales role
- Demonstrated ability to meet/exceed annual quarterly revenue target(s)
- Experience working with enterprise customers; clearly identifying decision makers within the sales process
- Exceptional communication skills, highly organized, collaborative and detail oriented
- Experience building and maintaining relationships to defend and grow existing customer base