

Account Executive [London/close to London]

About Us

We're a fast-growing tech company headquartered in Edinburgh. We are on a mission to enable zero deforestation and degradation, and support mass forest restoration. We do this by producing the highest quality nature mapping data products, and passing these to clients with high quality custom analysis and advice.

Our clients include major international companies (e.g. Apple), expert consultancies (e.g. The Biodiversity Consultancy), major NGOs (e.g. WCS and TNC), funders/sellers of carbon credits (e.g. Everland), and forest carbon project developers across the tropics.

All of our work is based on extensive scientific research with our expert science and technology team including 12 with PhDs in ecology or satellite science, and world-class AI and software engineers.

About the Role

As an Account Executive at Space Intelligence, you will use inbound selling strategies to find new businesses and help them deliver nature-based solutions through their use of our world-class Geospatial Data Sets. You will also benefit from inbound leads from international events via our two prolific Founders, but will also be expected to supplement your activity with well-researched and targeted ICP's and create effective outreach strategies. You will drive daily discovery calls, with Scientific PhD level support where needed, and run online demos of the new Space Intelligence web platform and successfully sell our differentiation and

value proposition. Your target clients will largely consist of global businesses focussed on creating or investing in carbon-related Forestry projects.

This position would be based out of your home office working in an inside sales model, and it is a full closing role, with an excellent commission plan, to support and reward performance.

What are the responsibilities of an Account Executive?

In this role, you will get -

- Quickly identify challenges that our prospective customers face and discover the best Space Intelligence solutions for their business
- Consistently close new business at or above quota level with a ramp-up for one financial Qtr
- Nurture relationships with highly qualified opportunities at small and mid-sized companies
- Build relationships with prospects and internal stakeholders to grow new business
- Work collaboratively with Space Intelligence's Marketing, Science, Ecology and Engineering departments to evolve our sales GTM strategy when new features and derivative products are introduced
- Help shape the future of Space Intelligence's mission with your perspectives, ideas, and skills as we positively encourage contribution

What are the essential role requirements?

- When starting with us, the successful candidate must have the right to live and work in the UK, be based within reasonable travelling distance from London Paddington **(eg 1.5hrs)** and hold or acquire a full passport to do business travel, if required
- 1-3 years of demonstrable Closing Sales experience

- Experience with key Sales Methodologies ideally MEDDIC/MEDDPIC
- Fluency and ability to write in English required
- Excellent consultative selling and closing skills
- Accurate forecasting and pipeline management
- Track record of being a high performer (e.g. over quota, President's Club)
- A sharp focus on your goals and a strong approach to achieving them

Who will excel in this role?

Top performers In the Account Executive position usually have

- Strong communication, time management and adaptability to be set up for success remotely, flexible about days where travel is required
- Experience working in a high-growth, "scale-up" environment
- Passion for helping businesses grow and relentless curiosity about the Nature Based Solutions sector
- A strong focus on personal development, following LinkedIn Industry figures, up-to-date on legislation, and changes in the Sector
- Ability to augment a fantastic and positive culture
- Integrity, humility and enthusiasm in their work

What if you don't meet our spec 100% ?

There is no such thing as the perfect CV, or someone that checks every box. We need people to be able to do the job but also look at potential. So, we encourage you to apply even if your experience doesn't exactly match the role requirements but it would make you excited to come to work each day. You can address the gaps, and more, in your cover letter, if you wish.

We know the [confidence gap](#) and [Imposter Syndrome](#) can get in the way of meeting spectacular candidates, so please don't hesitate to apply – we'd love to hear from you.

Working with Us

At Space Intelligence, we offer a competitive salary and benefits - 33 holiday days per year, an extra day off for your birthday, a good pension plan offering salary sacrifice for tax efficiency, an Employee Savings on Purchases Platform and an Employee Assistance Programme, as well as other benefits. We have a friendly, fun and supportive workplace, and we strongly value work-life balance. We are emphatically not a company with a long-hours culture, we are family-friendly and support flexible working and part-time, where possible. We also schedule a range of events including lunches, escape rooms, pub trips, crazy golf, bowling and much more. In addition, we do company and team away days.

We also do 'Red Carpet' new team member onboarding and training [held in Edinburgh HQ office].

We are, proudly, a diverse, multicultural team: with almost as many women as men (unusual in a tech/science company) and our employees come from 11 different countries.

Where will I work?

This role is based out of your home office working in an inside sales model, and it is a full closing role, with an excellent commission plan, to support and reward performance.

Please note, if offered the role, at the start date, you must have the right to live and work in the UK. We currently don't sponsor work visas so if you don't have a right to work in the UK, acquiring a visa would be your responsibility in a timescale acceptable to us. Please check the UK Government website for visa options, **before** applying.

Salary

£40-£45,000 basic and £20,000 annual ote (an excellent commission plan to support and reward performance). Salary placing depends on experience/qualifications. Pro rata, if part time.

We also offer travel expenses and a Subsistence Allowance when attending work meetings etc away from your base.

How to apply

Please send your CV and a cover letter explaining why you're particularly suited for this role to careers@space-intelligence.com. Please also include your name in the title of any attached documents. This really helps our brilliant Office Administrator when doing her part in the recruitment process.

Closing date: Wednesday 21st August 2024 @ 5 pm.

Adjustments (because we are not all the same)

We are committed to offering opportunities for all and we recognise that some people may need adjustments in order to participate fairly in our hiring process. This may be because of a disability. If you require an adjustment (we have done this for others), please contact Helen, our Head of People and Culture (helen.scott@space-intelligence.com). Helen knows from first hand experience the importance of levelling the playing field and will do all she can to make your experience a positive one. This can include adjustments before submitting your CV, guaranteed in-person interviews (if virtual isn't your thing) and seeing the interview questions in advance. Please just ask.