



Account Executive

About Us

We're a fast-growing, Series A NatureTech company headquartered in Edinburgh, backed by leading investors (AzureX Space Ventures, Equinor Ventures, and Intercontinental Exchange). We are on a mission to enable zero deforestation and degradation, and support mass forest restoration by producing the highest quality nature mapping data and insights products.

Our data is trusted by forest carbon project developers and investors (including Apple, Climate Asset Management, Everland, and WCS), and supports validation of compliance to the EU Deforestation Regulation (EUDR) via our partnership with ICE's Commodity Traceability Service (COT).

All of our work is based on extensive scientific research with our expert science and technology team, with more than 10 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 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 will 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 -

- 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, Solutions and Engineering teams to evolve our sales GTM strategy when new features and derivative products are introduced
- Help shape how we achieve Space Intelligence's mission with your perspectives, ideas, and skills as we positively encourage contribution

What are the essential role requirements?

- 1-3 years of demonstrable Closing Sales experience
- Experience with key Sales Methodologies ideally MEDDICC/MEDDPICC, Hubspot, ZoomInfo, LinkedIn Sales Navigator
- 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



Salary

£45,000–£50,000 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.

Working for Space Intelligence

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 are, proudly, a diverse, multicultural team and our employees come from 11 different countries.

Where will I work?

This role is based out of your home office. You should be within reasonable travelling distance from London Paddington (e.g., 1 hour) and be able to travel within the UK and internationally.

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 note, that if you don't currently have the right to work in the UK, we do not sponsor visas so please check out the UK Government website for further information about visas before applying.

Closing date: 30th September 2024.