

# Australia Jobs Expertini®

## Enterprise Account Executive - Sydney

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Company: Alation

Location: Sydney

Category: other-general

Due to its remote and hybrid culture, Alation conducts all of its interviewing and onboarding virtually. Big Data isn't a problem. It's an opportunity. At Alation, we help people find, understand, and trust data. So they not only excel in their work — they drive value for their enterprise, team, and role. In the words of one customer, Alation makes me look like a rockstar. We help companies you know and trust empower their people with the best data every day. Alation helps quickly generate value from their data to create the product and customer service innovations that help the iconic credit card company remain number one in customer satisfaction. And real estate giant uses Alation to govern the more than 70 TB of data that empowers their global team of over 190,000 agents. With \$340M in funding – valued at over \$ billion and 550+ customers, including 40% of Fortune 100 companies- Alation is poised to capitalize on data as an opportunity. Headquartered in Silicon Valley, Alation was named to for the fourth time. Do you want to join a team that welcomes new ideas, supports your growth, and recognizes your unique value? Join us! At Alation, we're not just about data; we are about fueling curiosity and empowering individuals to make informed decisions. In a world full of questions, we go beyond providing answers — we help people explore, understand, and use data effectively. We are passionate about helping enterprises create thriving data cultures where anyone can find, understand, and trust data. Alation pioneered the modern data catalog and is now leading its evolution into a platform for data intelligence.

**Summary of the Role** As an Enterprise Account Executive at Alation, you'll spearhead innovation in data analytics and business intelligence, driving impactful solutions beyond traditional sales. In this role, you will be a strategic partner to our clients so they can unlock the limitless potential of

their data. If you are a... Data Enthusiast: Proven success in selling data intelligence cloud platforms. Hunter at heart: You're not just an executive; you're a relentless hunter, seeking out opportunities and turning them into wins. Curious Trailblazer: Driven by growth and curiosity. Collaborator: You harmonize with cross-functional groups, leveraging collaboration to solve complex problems. Results-seeker: Exceeding sales goals isn't just a checkbox; it's your standard operating procedure. We want you on our team! What You'll Do: Maximize potential and drive incremental growth across our client portfolio, pioneering sales into both new and existing accounts. Develop strong relationships as the go-to advisor for major customers. Make commitments and deliver. Our customers' solutions begin with you. Collaborate with our partners, contributing to collective growth and improvement. Navigate the complexities of large enterprise contracts with ease. Drive improvements in Lifetime Value (LTV) and Customer Acquisition Cost (CAC) What You Need: BA/BS degree or equivalent practical experience. 8+ years of successfully selling SaaS Data or Business Intelligence enterprise software. A strong Sales DNA: exposure to MEDDIC, Force Management, and Value Selling are not required but are advantageous. Someone who understands the importance of the sales process from start to finish. A strategic thinker who can analyze the needs and deliver solutions to our customers. Excellent business acumen with strong problem-solving and analytical skills. Proven ability to work towards individual or team goals. Demonstrated project/stakeholder management/organizational skills. Stellar written and verbal communication skills. Candidates applying to this role: Must reside in or around the territory you cover to ensure you can meet in person with prospects and clients regularly. Must Have legal authorization to work within the country you are applying to. Know that Alation is not responsible for relocation costs. #LI-EA1#LI-Remote

More About Alation Our founders have come together from different backgrounds: business, engineering, and design. This unique mix from our founding team is important to the Alation culture story. Today, our team consists of creators and communicators with varied backgrounds - from Stanford, to the Indian Institute of Technology, big companies and one-person startups, the United States, and abroad. We continue to seek ever more diverse perspectives as we grow. We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, name, religion, color, national origin, gender identity and expression, sexual orientation, age, marital status, veteran status, or disability status.

Why Alation? - Market-Leading Data Catalog Provider - High-growth, collaborative environment with diverse and inclusive teams - Continuous learning, enrichment and development opportunities - Competitive

pay and health offerings including commuter benefits- Flexible time off to relax and rechargeand much, much more!

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