

## Account Executive – EMEA

### Description

FirstIgnite builds AI powered software for universities.

### Responsibility Statement

The Account Executive is responsible for selling our SaaS product to universities in EMEA.

- Booking appointments.
- Qualifying prospects.
- Running technical demos.
- Negotiating terms.
- Getting signatures.
- Traveling to conferences and events.
- Developing and maintaining strong relationships with FirstIgnite customers.
- Providing quick and actionable feedback to the product development team in order to continuously improve functionality and effectiveness of the FirstIgnite platform.
- Reporting to the Head of Partnerships.

### Qualifications

- We're seeking someone with experience closing SaaS contracts.
- Preference to candidates who have proven highly effective in a remote work environment.
- Preference to candidates who speak multiple European languages, extra points for German and French

### Compensation:

- Competitive Base Salary
- Commission on new logos and upsells
- Equity
- Benefits

### Hiring Manager

Leanna Berry

### Employment Type

Full-time

### Job Location

Remote work from: FR, GB, DE, ES, PT, NL, PL, HU, SE, FI, NO, IT

### Experience

3+ years

### Base Salary

\$ 45K - \$ 60K

### Date posted

May 15, 2025

### Valid through

30.04.2025