

## Account Executive

### About MUNIREvs & LODGINGRevs:

MUNIREvs, which started in 2011, is a cloud-based software company providing tax collection and vacation rental compliance systems to communities nationwide. MUNIREvs tax system automates municipalities' and business' workflow through our unique paperless system and services. Our innovative software helps jurisdictions more efficiently collect taxes.

LODGINGRevs is the vacation rental compliance software product that monitors short term rental provider listings, manages property data, and ensures the owner is in compliance with community requirements. This is a great opportunity to join and grow with an industry-leading company that is driven to exceed product expectation and prides its self on delivering outstanding customer experiences.

### Job Overview:

The Account Executive is responsible for generating annual recurring revenue (ARR) and is expected to consistently deliver a monthly ARR quota. The position is located in Durango, CO.

### Responsibilities include:

- Effectively managing a pipeline of 50-70 active opportunities.
- Closing of client contracts in sizes ranging from \$25k-\$100k / year in ARR
- Collaborating with Sales Development Representatives to expand pipeline and lead generation.
- Accurate forecasting of pipeline and consistent delivery of quota

Qualified Candidate will have a proven track record of closing contracts for recurring revenue in a Software-as-a-Service (SaaS) environment.

1. Expert at pipeline management for a SaaS environment with consistent delivery of quarterly quota.
2. Ability to deliver product demos and speak to technical and financial capabilities of the product.
3. Ability to utilize a "consulting" sales approach to establish relationships and provide evidence of our firm's expertise over competitors.
4. Excitement for a start up environment.
5. Intelligence and financial aptitude to quickly establish creditability with financial professionals in local government.

### Requirements:

1. Solid software experience with MS Office (CRM experience preferred)
2. Strong verbal and written communication skills and excellent customer service
3. BA/BS degree (Business, Marketing, Finance, or Accounting)
4. Impeccable references a must
5. Up to 50% travel time
6. Confidentiality Agreement Required

### Compensation:

Compensation includes competitive base and commission package. The rewards are significant for those who can make a sizable impact on the company's growth.

### How to Apply:

Please send cover letter and resumes to [info@munirevs.com](mailto:info@munirevs.com). All submissions must include details on prior sales experience, preferably with quota achievement details.