

## Enterprise Account Executive, Strategic

[Apply Now](#)

Company: Confluent, Inc

Location: Thailand

Category: other-general

### Description

Position at Confluent Inc

Confluent is pioneering a fundamentally new category of data infrastructure focused on data in motion. Have you ever found a new favourite series on Netflix, picked up groceries curbside at Walmart, or paid for something using Square? That's the power of data in motion in action—giving organisations instant access to the massive amounts of data that is constantly flowing throughout their business. At Confluent, we're building the foundational platform for this new paradigm of data infrastructure. Our cloud-native offering is designed to be the intelligent connective tissue enabling real-time data, from multiple sources, to constantly stream across the organisation. With Confluent, organisations can create a central nervous system to innovate and win in a digital-first world.

We're looking for self-motivated team members who crave a challenge and feel energised to roll up their sleeves and help realise Confluent's enormous potential. Chart your own path and take healthy risks as we solve big problems together. We value having diverse teams and want you to grow as we grow—whether you're just starting out in your career or managing a large team, you'll be amazed at the magnitude of your impact.

### About the Role:

The Enterprise Account Executive will play a key role in driving Confluent's sales activities to grow our customer acquisitions in the region . This role includes activities developing and executing on the go-to-market strategy for Thailand as your Territory. The ideal candidate needs to have experience selling complex Database, Messaging, Big Data, Open

Source and/or SaaS into large corporate and multinational companies.

### **What You Will Do:**

Build awareness for Kafka and Confluent

Aggressively prospect, identify, qualify and develop sales pipeline across your territory, contributing to our Enterprise revenue generating effort

Close business to exceed monthly, quarterly and annual bookings objectives

Build strong and effective relationships in the Enterprise space, resulting in growth opportunities

Build and maintain relationships with new and existing Confluent partners

Create and execute go to market plans that are based on viral methods and organic growth

### **What You Will Bring:**

At least 12-15+ years of Enterprise sales experience

Deep experience selling within the Database, Open Source, Messaging or Big Data space into the Enterprise space

An ability to articulate and sell the business value of big data and the big impact on businesses of all sizes

Experience selling to developers and C levels

Significant experience in a Sales and/or Business Development role within a similar start up and high growth organization

### **Come As You Are**

At Confluent, equality is a core tenet of our culture. We are committed to building an inclusive global team that represents a variety of backgrounds, perspectives, beliefs, and experiences. The more diverse we are, the richer our community and the broader our impact. Employment decisions are made on the basis of job-related criteria without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status, or any other classification protected by applicable law.

Click to review our Candidate Privacy Notice which describes how and when Confluent, Inc., and its group companies, collects, uses, and shares certain personal information of California job applicants and prospective employees.

#LI-Remote

[Apply Now](#)

#### Cross References and Citations:

1. Enterprise Account Executive, Strategic Jobs Thailand ↗
  2. Enterprise Account Executive, Strategic Jobs Thailand ↗
  3. Enterprise Account Executive, Strategic Jobs Thailand ↗
  4. Enterprise Account Executive, Strategic Jobs Thailand ↗
  5. Enterprise Account Executive, Strategic Jobs Thailand ↗
  6. Enterprise Account Executive, Strategic search Thailand ↗
  7. Enterprise Account Executive, Strategic job finder Thailand ↗
1. Enterprise Account Executive, Strategic jobs ↗
  2. Enterprise Account Executive, Strategic jobs ↗
  3. Enterprise Account Executive, Strategic jobs ↗

Source: <https://th.expertini.com/jobs/job/enterprise-account-executive-strategic-thailand-confluent-inc-e44e82efdc/>

Generated on: 2024-05-06 by Expertini.Com