

Account Executive – North America

CognaLearn was founded to help educators replace lectures with Team-Based Learning. Our award winning www.intedashboard.com online team-based learning platform provides professors with the real-time data to deliver the engaging collaborative learning experiences used to develop problem-solving skills essential for the workforce. Since our founding at Duke-NUS Medical School, we have grown to serve over 100 institutions, 1 in 10 US medical schools and 25% of the Ivy League.

We are looking for an Account Executive who will be based remotely and report to our founder at our global headquarters in Singapore to drive the sales process in North America.

What You Will be Doing

- *Selling:* Drive the full business development sales cycle from lead generation to close.
- *Building relationships:* Connect with our professor, dean, and IT customers at universities.
- *Retaining, renewing, and getting referrals:* Manage account renewals, referrals, and expansions.
- *Learning:* Become fluent in the InteDashboard technology platform and team-based learning.
- *Collaborating:* Work with marketing, product, and leadership on go-to-market strategy.
- *Reporting:* Maintain accurate and timely customer, pipeline, and forecast data.
- *Contributing:* Drive impact towards company and department objectives and key results.

What You Should Have

- 5+ years of experience in B2B SaaS sales, preferably within higher education in North America.
- Track record of achieving personal and team goals.
- Excellent writing and oral communication skills.
- Positive outlook and aptitude for relationships with educators and a global team.
- Willingness and comfort with being a hands-on, organized, and detailed executor.
- Bachelor's degree or equivalent.
- Exposure to healthcare institutions such as medical, pharmacy and nursing schools is a plus.

We believe that teams with diverse and complementary skills perform best and continue seek to broaden the diversity and capabilities of our team. Our Great Place to Work Culture is based on having our team enjoy what they are doing, who they are doing it with and being rewarded fairly.

How to Apply: Send a cover letter and a one-page resume with the subject "Account Executive North America – [your name]" to careers@cognalearn.com. Please highlight what you can contribute to our team, why you want to work with us and include this paragraph in the cover letter:

"I hereby give consent for my personal data included in my application to be processed by CognaLearn Pte Ltd, whose registered office is 75 Ayer Rajah Crescent #01-01, Singapore 139953 for the purposes of recruitment process for the Customer Advisor, Singapore position under the Personal Data Protection Act of 29.08.1997 (Journal of Laws No. 101, Item 926 as amended)"

Only shortlisted applicants will be contacted.