



<https://usarematejob.pro/job/remote-sr-account-executive-remote-jobs/>

[Remote] Sr Account Executive- Remote Jobs

Description

JOB TITLE: Senior Account Executive (Remote)
Employment Type: Full-Time
Location: Remote (Work From Anywhere)
Experience Level: Senior-Level

About the Company

Nexora Digital Group is a fast-growing global solutions provider specializing in digital transformation, SaaS platforms, and revenue optimization strategies. We partner with forward-thinking businesses to help them scale efficiently and sustainably.

We are currently expanding our remote sales division and seeking an experienced Senior Account Executive who thrives in a performance-driven environment and understands how to build long-term client relationships.

Position Overview

The Senior Account Executive will manage the full sales lifecycle from prospecting and pipeline development to negotiation and contract closure. This role requires strong consultative selling skills, the ability to manage high-value accounts, and a proven record of exceeding revenue targets.

You will collaborate closely with marketing, product, and customer success teams to ensure seamless onboarding and client satisfaction.

This is a fully remote position offering flexibility, autonomy, and significant earning potential.

Key Responsibilities

- Identify and develop new business opportunities through outbound and inbound channels
- Manage the complete sales cycle from discovery to close
- Conduct virtual presentations and product demonstrations
- Build and maintain executive-level client relationships
- Negotiate pricing, contracts, and service agreements
- Maintain accurate pipeline forecasting in CRM systems
- Achieve and exceed monthly and quarterly sales targets

Hiring organization

Nexora Digital Group

Employment Type

Full-time

Job Location

Remote work from: United States

Working Hours

8

Base Salary

USD 20 - USD 30

Date posted

April 3, 2026

Valid through

29.12.2026

- Develop strategic account plans for enterprise-level clients
- Provide feedback to leadership on market trends and client needs

Required Qualifications

- 5+ years of B2B sales experience, preferably in SaaS or technology solutions
- Demonstrated success closing high-value deals
- Strong negotiation and consultative selling skills
- Excellent written and verbal communication abilities
- Experience working in a remote sales environment
- Proficiency with CRM platforms and sales automation tools
- Self-motivated with strong time management skills

Compensation & Salary Range

We offer a competitive and performance-driven compensation structure:

Base Salary: \$90,000 – \$125,000 per year

On-Target Earnings (OTE): \$140,000 – \$190,000+ annually

Uncapped commission structure

Performance-based bonuses

Paid time off and company holidays

Fully remote flexibility

Career growth and leadership advancement opportunities

Final compensation depends on experience, location, and qualifications.

Why Join Nexora Digital Group

- Work in a flexible remote-first environment
- Join a high-performance sales culture
- Access professional development resources
- Opportunity to work with enterprise-level clients
- Clear path toward Sales Director or VP-level roles