



Role	Senior Account Executive (North America)
Team	Partnership Team
Reports to	General Manager, North America
Line Manages	N/a
Location	Home Based / United States

About the Role

The Senior Account Executive is responsible for owning and closing revenue opportunities generated through evaluagent's North America partner ecosystem *and* selectively managing direct sales opportunities when needed. This role is primarily partner-focused – operating as the sales execution engine for partner-sourced and partner-influenced deals – while also stepping into direct sales cycles on a case-by-case basis where evaluagent requires dedicated closing support.

This AE is a seasoned, consultative seller who can independently run discovery, deliver guided demos, manage mid-complexity evaluations, and close deals efficiently. They excel in co-sell motions with partners but are equally capable of running a direct sales process when a high-value or strategically important opportunity arises.

This role does not source partners, manage partner relationships, own onboarding, or handle renewals.

Core Responsibilities

1. Own and Close Partner-Sourced North America Opportunities

- Serve as the primary sales owner for all opportunities generated through evaluagent's North America partner network.
- Work collaboratively with partners during joint discovery, qualification, and sales cycle orchestration.
- Convert partner-led interest into predictable pipeline and closed revenue.

2. Manage Direct Sales Opportunities (Case-by-Case)

- Serve as the primary sales owner for all opportunities generated through Evaluagent's North America partner network.
- Work collaboratively with partners during joint discovery, qualification, and sales cycle orchestration.
- Convert partner-led interest into predictable pipeline and closed revenue.

3. Lead Discovery, Demos, and Evaluations

- Conduct deep, structured discovery to understand customer needs, workflows, and evaluation criteria.
- Run guided demos of Evaluagent's product, supported by Sales Engineering where needed.
- Shape trials, evaluations, and proof-of-concept motions with precision and speed.

4. Full-Cycle Ownership from Qualification → Close

- Create and deliver proposals, business cases, and value narratives.
- Navigate multiple stakeholders and decision makers in mid-complexity sales cycles.
- Own forecasting, opportunity hygiene, and deal progression within HubSpot.

5. Partner Co-Sell Collaboration

- Coordinate closely with partners to ensure joint alignment on opportunity strategy.
- Participate in partner-led follow-ups, meetings, or demos as needed.
- Provide feedback to partners and the partner team to strengthen future co-sell motions.

6. Work Cross-Functionally to Support a Smooth Sales Process

- Collaborate with Sales Engineering, Product Marketing, RevOps, and Customer Success.
- Provide structured feedback to the partner organization about partner quality, opportunity patterns, and ecosystem performance.
- Help refine repeatable playbooks for partner-sourced sales cycles.

Explicit Role Boundaries

To ensure clarity within the GTM and Partner ecosystem:

This role is not responsible for:

- Sourcing new partners
- Maintaining or nurturing partner relationships
- Partner onboarding or activation
- Partner operations, reporting, or PRM hygiene
- Managing renewals or post-sale account management

This role is expected to include:

- Owning partner-sourced opportunities
- Running the entire sales process to close
- Supporting Evaluagent Channel leaders and partners during co-sell cycles
- Driving predictable revenue from the partner network

Required Skills & Experience

- 5–8+ years of full-cycle SaaS closing experience
- Strong experience with partner co-selling or channel-assisted sales cycles
- Excellent discovery, presentation, and guided demo skills
- Ability to run mid-complexity sales cycles independently
- Competence in structuring evaluations, trials, or proof-of-concepts
- Familiarity with CRM usage, forecasting, and sales pipeline hygiene
- Strong communication skills and a collaborative mindset
- Ability to work in a fast-moving, partner-led environment

Key Performance Indicators

- Quota attainment on partner-sourced revenue
- Velocity of partner-sourced opportunity progression
- Forecast accuracy and CRM hygiene
- Demo-to-opportunity conversion rates
- Close rates on partner-influenced deals
- Partner satisfaction with co-sell collaboration

Year 1 – Success Profile

First 90 Days

- Ramp on evaluagent's product, partner ecosystem, and sales process
- Begin handling early partner-sourced opportunities with support
- Establish co-working practices with the global partnerships team
- Deliver first guided demos and proposals

6 Months

- Fully autonomous in running mid-complexity channel co-sell cycles
- Demonstrating predictable quota progress
- Building trust with partners as a reliable AE resource
- Contributing feedback to improve partner playbooks

12 Months

- Consistently closing partner-sourced revenue
- Driving predictable velocity across partner pipelines
- Helping strengthen evaluagent's partner-led GTM as the primary sales point of execution