

Senior Enterprise Account Executive

Remote US Based Role

About the Role

As a Sr. Account Executive at Lightico, you will be a strategic partner to our key Enterprise clients and the acquisition of new enterprise grade customers in North America. Your primary focus will be new and expansion revenue (ARR) for Lightico. The position requires a great deal of creativity, self-motivation, prospecting skills and executive relationship management.

You'll work with mid-to-large enterprise clients, primarily in financial services, retail, insurance, and telecom, to understand their needs and demonstrate how Lightico's solutions can deliver measurable ROI and drive value for our customers.

What You'll Do

- Manage an existing module of enterprise accounts with \$1M+ in ARR per account.
- Consistently meet or exceed annual sales quotas.
- Own and manage the full sales cycle from prospecting to close
- Demonstrate ROI by helping clients track key performance indicators and business outcomes tied to Lightico's solutions.
- Develop tailored value propositions and presentations for prospective clients.
- Lead product demos and collaborate with pre-sales/solutions engineers.
- Negotiate and close high-value contracts.
- Collaborate closely with marketing, customer success, and product teams to ensure a seamless customer journey.

- Present pilot results and success stories to support renewals and expansion opportunities.
- Drive account growth, increasing usage and adoption across departments and use cases.
- Attend industry events and represent Lightico to potential customers.

What You'll Bring

- 5+ years of quota-carrying B2B SaaS sales experience, preferably in enterprise or mid-market.
- Proven track record of consistently exceeding sales targets.
- Experience selling verticals such as financial services, insurance, retail or telecom is a strong advantage.
- Strong consultative selling and solution-based sales skills.
- Excellent communication, presentation, and negotiation skills.
- Familiarity with sales tools such as Salesforce, HubSpot, Gong, LinkedIn Sales Navigator, etc.
- Self-starter mentality with the ability to work independently and as part of a team.
- Bachelor's degree or equivalent experience.
- Willingness to travel up to 40% domestically. International travel, while limited, may occur.

Why Join Us:

- Be part of a fast-growing, innovative tech company that is redefining digital customer journeys.
- Competitive salary + uncapped commission + equity.
- Flexible remote work environment.
- Opportunity for career advancement in a rapidly expanding company.
- Work with a passionate and collaborative team across the globe.

To apply, send your resume to jeff.dobo@lightico.com

About Lightico

Lightico empowers enterprises to turn complex manual customer processes into seamless digital experiences that can be deployed across any channel with minimal resource investment.

By digitizing critical touchpoints across the customer lifecycle, from sales and onboarding to renewals and service, Lightico helps the world's largest organizations boost customer satisfaction, accelerate service delivery and drive operational efficiency.

Our no-code platform combines AI-powered intelligent document processing, eSignatures, advanced verification and workflow automation. This allows IT teams to move from slow, resource-heavy projects to rapid, agile deployments that adapt instantly to evolving customer expectations.

Lightico delivers measurable impact. Enterprises achieve a 5:1 ROI, faster processing times, improved compliance and consistently better customer experiences, all with enterprise-grade security and full regulatory adherence.

www.lightico.com