

Job Description

Associate Account Executive - I (Sales)

About Edmingle:

Edmingle is a leading **SaaS platform** that enables educators, training companies, and learning businesses to build, manage, and scale their online learning operations — all under their own brand.

With **600+ customers across 20+ countries**, Edmingle is trusted by some of the **most renowned and fast-growing EdTech organizations** to deliver impactful, scalable, and data-driven learning experiences.

Our platform empowers teams to launch and manage online academies, automate operations, enhance learner engagement, and measure performance through advanced analytics — all within a single, unified system.

As a **rapidly growing global company**, Edmingle is driven by a strong commitment to innovation, customer success, and excellence in learning technology.

Job Profile

As an Associate Account Executive at Edmingle, you will play a pivotal role in driving our B2B customer acquisition and revenue growth objectives. This role demands strong analytical and interpersonal skills to deeply understand customer needs and propose the right solutions. You should be confident in engaging with prospects through outbound calls, scheduling and delivering high-impact online product demos, and managing the full sales cycle from lead qualification to closure.

In addition to acquiring new customers, you will be responsible for managing and nurturing existing accounts, identifying growth opportunities, and building long-term client relationships. You will also collaborate closely with channel partners and internal teams to ensure a seamless customer experience and maximize revenue contribution from each account.

What You'll Do

As an Associate Account Executive, you'll play a dual role: managing a set of existing revenue-generating accounts and acquiring new ones through a consultative sales approach.

Your Key Responsibilities:

- Manage & grow business portfolio, ensuring renewals, upsell, and client success through consultative selling.
- Conduct product demos, nurture leads through follow-ups, and close deals.
- Work with the marketing and growth teams to qualify leads and accelerate deal cycles.
- Maintain all records and pipelines in the CRM and provide accurate weekly forecasts.
- Collaborate with customer success to ensure smooth onboarding and post-sale support.

What We're Looking For

- 0–2 years of work experience.
- Excellent spoken and written communication & negotiation skills.
- A goal-oriented hustler with a strong sense of ownership.
- Comfortable conducting Zoom-based demos, handling objections, and building client relationships.
- Basic familiarity with SaaS tools like CRMs, Google Workspace, and calling platforms is a plus.
- Prior internships or freelance experience in sales, support, or customer-facing roles is a bonus, not mandatory.

Why Join Edmingle?

- Join a rapidly scaling SaaS company with 3x YoY growth.
- Work with a founder-led team and directly learn from experienced B2B SaaS sales leaders.
- Get mentored, not micromanaged – and take full ownership of your pipeline.
- Clear career progression path: AAE → AE → Sr AE → AE Lead → Sales Manager
- Competitive incentive structures and performance-linked bonuses.
- Work in a collaborative, no-BS culture that values transparency, speed, and ownership.