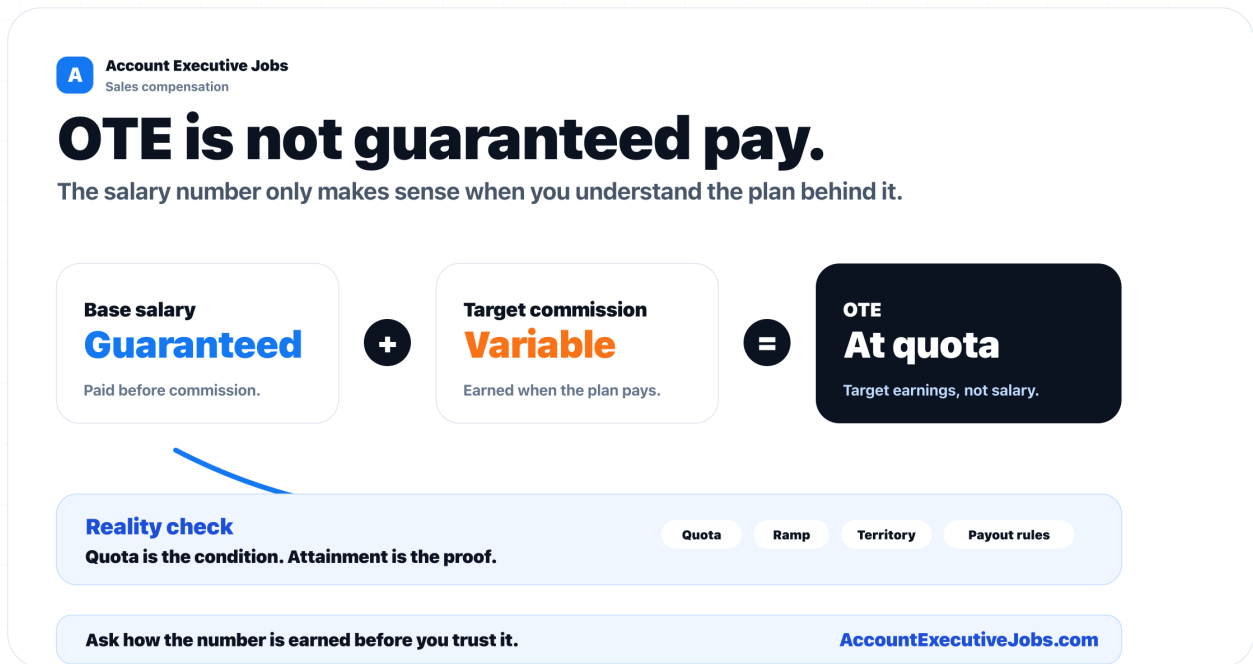


OTE Is Not Guaranteed Pay

Animated account executive salary explainer showing base salary plus target commission equals OTE, with quota, ramp, territory, and payout rules as the reality check.

<https://accountexecutivejobs.com/blog/sales-compensation/account-executive-salary>



Use this reference

Read the full guide for the context behind this visual. The original illustration and its source belong together when you share it.

Notes