

First account executive hiring readiness checklist

Record evidence, unresolved decisions, and an owner for each hiring prerequisite.

<https://accountexecutivejobs.com/blog/hiring-salespeople/hire-first-account-executive>

Buyer and customer segment

Evidence or answer

Open decision

Owner

Customer problem and purchase reason

Evidence or answer

Open decision

Owner

Recent wins and losses

Evidence or answer

Open decision

Owner

Current sales stages

Evidence or answer

Open decision

Owner

Pipeline source and capacity

Evidence or answer

Open decision

Owner

Founder responsibilities after hire

Evidence or answer

Open decision

Owner

AE responsibilities

Evidence or answer

Open decision

Owner

Manager and training support

Evidence or answer

Open decision

Owner

Pay and ramp budget

Evidence or answer

Open decision

Owner

Approved hiring decision

Evidence or answer

Open decision

Owner
