

SaaS account executive job description worksheet

Define customer segment, contract measurement, pipeline, technical support, and ownership before opening the role.

<https://accountexecutivejobs.com/blog/hiring-salespeople/hire-saas-account-executives>

Customer segment

Approved answer

Evidence or assumption

Owner

Buyer and approvers

Approved answer

Evidence or assumption

Owner

Territory

Approved answer

Evidence or assumption

Owner

Deal-size range

Approved answer

Evidence or assumption

Owner

Contract credit basis

Approved answer

Evidence or assumption

Owner

Sales-cycle range

Approved answer

Evidence or assumption

Owner

Pipeline source

Approved answer

Evidence or assumption

Owner

AE prospecting responsibility

Approved answer

Evidence or assumption

Owner

Demo and technical support

Approved answer

Evidence or assumption

Owner

Implementation handoff

Approved answer

Evidence or assumption

Owner

Renewal and expansion ownership

Approved answer

Evidence or assumption

Owner

Base and OTE

Approved answer

Evidence or assumption

Owner

Quota and ramp

Approved answer

Evidence or assumption

Owner
