

## Sales Account Executive

PlanIT Geo™ is looking for an experienced Sales Account Executive to help us shape the future of Urban Forestry in the United States and Canada

**PAY:** \$130,000 OTE (Salary + Commission) + Benefits (unlimited PTO, 401(k) contribution, etc.)

**LOCATION:** Remote position. Our headquarters is located near Denver, Colorado.

## ABOUT US

PlanIT Geo, Inc. ([planitgeo.com](http://planitgeo.com)) is the leading Urban Forestry Software as a Service (SaaS) and Consulting Services company specializing in innovative solutions for urban forestry mapping and management. Our mission is to empower cities, governments, and other organizations with cutting-edge technology, data, and plans to efficiently manage and improve the health and sustainability of urban forests. We are seeking a highly skilled and experienced Sales Account Executive who will report to the Sales Manager.

## ABOUT THE JOB

You will be our closer. Our Sales Account Executives work with a steady stream of qualified leads in municipal, private, nonprofit, and other adjacent markets to guide prospective customers through product demos. Working closely with a sales team that includes SDRs and a Proposal Coordinator, you will expertly identify the needs of customers and develop proposals that advance their urban forestry goals. When not working active leads or deals, you will be building your own pipeline in a territory that covers half of North America. You will promote the adoption of TreePlotter, PlanIT Geo's flagship green asset inventory and work management software which is supported by our best in class Consulting Services teams.

In addition to guiding customers through our sales process, a successful Sales Account executive will integrate themselves into the Urban Forestry industry. As a mission driven company, PlanIT Geo requires attendance at industry events and conferences and promotes participation in industry thought leadership.

## WHAT WE'RE LOOKING FOR

We do not expect any one candidate to fit all of the prerequisites for this position, listed below. Our team of technical experts in Urban Forestry, GIS, Software, and Salescraft are

excited to collaborate with and mentor the right candidate to fill out their skillset, as well as learn from you.

- Experience in Urban Forestry, Arboriculture, GIS, and/or SaaS, with sales experience a plus
- A born networker who is comfortable with individual interactions, speaking to large crowds, and every step in between
- Experience working with or selling to state and local governments with a demonstrable history navigating procurement processes
- A self starting leader eager to share their skills and foster growth in others
- Naturally curious and aspirational; we want someone who wants to be a key contributor to mapping the world's Urban Forests

**PRIMARY RESPONSIBILITIES OF THE POSITION:**

- Attain sales targets in SaaS and Services
- Integrate and network with city, state, and local governments in your assigned territory
- Represent PlanIT Geo at industry events, webinars, and pursue speaking opportunities at such events
- Consistently maintain accurate and timely notes in our CRM while following our sales process
- Collaborate closely with the sales team and adjacent internal teams to ensure our strategies remain innovative and agile
- Prospect and build pipeline through entrepreneurship and support outbound account based marketing activities in collaboration with Marketing and SDRs

**COMPENSATION:**

Base salary is set at \$63,000 with \$130K on-target-earnings based on a generous, uncapped commission structure. Company 401(k) with employer match, comprehensive health, dental, and vision insurance, HSA, and unlimited paid time off offered. Laptop provided by PlanIT Geo as well as other reimbursable expenses. Flexible work hours, a supportive and inclusive work culture, and the opportunity to make a positive impact on the environment and urban communities. We pay every other week through direct deposit.

**APPLYING:**

If your skills, experience, and education align with our mission, culture, and the requirements of this position, we encourage you to apply by emailing a cover letter and resume to Russ Warnock at [russwarnock@planitgeo.com](mailto:russwarnock@planitgeo.com). Join us in driving innovation and creating sustainable solutions for the future of urban forestry.

**EQUAL OPPORTUNITY STATEMENT:**

PlanIT Geo is an equal opportunity employer committed to inclusion and diversity. We take action to ensure equal opportunity for all applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, Veteran status, or other legally protected characteristics. At present we are only considering candidates resident in and legally authorized to work in the USA. Read our full policy [here](#). Learn more about your EEO rights as an applicant [here](#).