



## Elevate Your Sales Career with Rocket Station as an Account Executive!

Looking for a fast-paced, high-growth environment where your success is limitless? Rocket Station is on the hunt for a results-driven Account Executive to join our team. With uncapped commission and endless career growth opportunities, this role is perfect for someone who loves building relationships, closing deals, and taking on new challenges. If you're ready to achieve big and grow professionally, we want to hear from you!

### Who We Are

At Rocket Station, we help businesses scale faster by connecting them with top-tier remote talent from the Philippines. We're not just another outsourcing provider—we're a strategic partner that delivers exceptional results. Our culture prizes integrity, innovation, and collaboration, fueling a supportive environment where great ideas—and great people—thrive.

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**Position:** Account Executive (Full-time)  
**Location:** Dallas HQ or Remote  
**Reports To:** AVP of Business Development

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### What You'll Do

- **Ignite New Business** - Conduct discovery calls and develop compelling proposals that win over new clients. Your consultative, customer-focused approach will be key in turning leads into lasting partnerships.
- **Manage the Pipeline**- Seamlessly track and organize sales activities using HubSpot CRM. From first contact to close, you'll keep deals moving and forecasts accurate.
- **Generate Leads Like a Pro**- Leverage Apollo and other tools to find, qualify, and connect with prospects. Build and maintain a robust funnel—because more leads mean more wins!
- **Get Out There**- Travel nationwide to attend conferences, meet face-to-face with potential clients, and forge new relationships that expand Rocket Station's reach.
- **Own the Numbers**- Crush monthly and quarterly sales targets to fuel both your earnings and Rocket Station's growth. Big effort, big upside.
- **Collaborate to Dominate**- Work hand-in-hand with the Business Development team and other departments to ensure a seamless client experience.
- **Shape Our Future**- Gather insights from prospects and clients to help shape our product and marketing strategies, ensuring we always stay ahead of the curve.
- **Report and Shine**- Keep leadership in the loop on your stellar performance with regular updates on sales activities, pipeline health, and revenue projections.





## What You Bring

- **Sales Experience-** 2+ years in B2B sales, ideally in SaaS or tech, with a proven track record of hitting (or exceeding) targets.
- **CRM Know-How-** Proficiency with HubSpot or similar platforms to keep deals organized and data-driven.
- **Lead-Gen Savvy-** Familiar with Apollo, Linked Sales Navigator or similar tools. You know how to prospect, qualify, and capture opportunities.
- **Skilled Communicator-** You can tailor your pitch to any audience, whether on the phone or in person.
- **Adaptability & Drive-** Thrives in a fast-paced environment and ready to pivot with evolving client needs.
- **Ready to Travel-** Nationwide travel keeps you energized, meeting prospects where they are to build strong relationships.
- **Team Spirit-** You know that collaboration fuels success, and you're excited to work alongside cross-functional teams.

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## What We Offer

- **Competitive Salary & Uncapped Commission-** Base salary plus uncapped commission potential, aligned with your contribution to our growth.
- **Career Growth-** We're scaling quickly, and there's room to advance as you help us conquer new frontiers.
- **Comprehensive Benefits-** Health and Dental
- **Flexible Work Options-** Work from Dallas HQ or remotely, with a culture that emphasizes productivity and collaboration.

**Ready to Apply? If you're passionate about sales and ready to be part of a team that values growth, innovation, and excellence, we'd love to hear from you!**

[Apply Now](#)

