

ACCOUNT EXECUTIVE

Term: Full-time | **Location:** Calgary (hybrid)

Compensation: Base salary, competitive equity grant, and uncapped commission in year one

About Monark

Monark is the world's first LRM (Leader Relationship Management) platform, redefining how managers lead teams with Leadership Intelligence. Our AI-powered platform helps organizations build stronger leaders through personalized coaching insights, performance analytics, and habit-based learning — all delivered where leadership actually happens: in 1:1s and team interactions. With over 60 organizations and 1,500 leaders supported daily, we're growing fast — and we're looking for our first Account Executive to help us scale even further.

Role Overview

We're looking for a driven, self-starting sales professional who thrives in a fast-paced environment and is hungry to close new business. You'll be responsible for building and managing a strong sales pipeline, nurturing inbound interest, and creating structure in our sales systems. This is a high-impact, foundational role with lots of room to grow.

What You'll Do

- **Source new leads** through outbound prospecting, creative outreach, and market research — focusing on HR, L&D, and operational leaders across North America.
- **Harvest and qualify inbound marketing leads** generated from campaigns, events, referrals, and website traffic. Turn interest into opportunities.
- **Drive discovery and demo conversations** that showcase the value of Monark's platform and align our solutions to client pain points.
- **Own the full sales cycle** — from first contact to close — with support from our leadership and marketing teams.
- **Help mature and manage our CRM (HubSpot)**, ensuring accurate pipeline tracking, lead scoring, and sales reporting. You'll help build better systems for scale.
- **Collaborate with marketing and product** to give voice-of-customer feedback that informs campaigns and feature development.
- **Represent Monark with professionalism and purpose** — you're not just selling software, you're helping leaders grow.

What We're Looking For

- **Proven experience in B2B SaaS sales**, preferably in growth startups
- **Proven success in outbound prospecting and full-cycle deal management**; Fearless on the phone and know how to generate pipeline and drive demand
- Someone who is **Industrious and Creative**, and can demonstrate to us you have succeeded in sales without a ton of structure.
- **Comfort working with CRMs (especially HubSpot)** and a willingness to get your hands dirty optimizing workflows
- **Strong communicator** with natural curiosity and a bias for action
- **A builder mindset** — you're energized by ambiguity, experimentation, and rolling up your sleeves
- **Passion for leadership, learning, and helping people thrive at work**

Bonus Points

- Experience selling HR tech, learning platforms, or leadership development solutions
- Familiarity with AI, SaaS buying cycles, or technology sales
- Previous work with founders or scaling technology teams

Why Monark?

We're a team of builders, leaders, researchers, and dreamers working to make leadership better — for everyone. As one of our first sales hires, you'll shape the way we grow. You'll have autonomy, support, and the chance to be part of something big, early.