

Strategic Account Executive – North America

[Full Time, Virtual, Exempt]

Department: Business Development

Reports To: Chief Growth Officer

Position Opens: September 23rd, 2024

Position Closes: October 7th, 2024

Job Description

Impact Laboratories is dedicated to enhancing sustainability within the scientific community through the promotion of the ACT Eco Label by My Green Lab. This initiative aims to drive significant environmental improvements across global laboratory practices by engaging with manufacturers and suppliers of laboratory products.

We are seeking a highly experienced ACT Eco Label Strategic Account Executive who excels in selling into large enterprise and global accounts within the laboratory supplies and equipment sector. This role is pivotal in driving the adoption of sustainability practices among the largest 100 manufacturers and suppliers in North America, with a focus on diagnostic equipment and suppliers.

This is a full-time position. Impact Laboratories is a 100% remote workforce: this position will be permanently based out of a home office. Less than 30% travel is expected. Compensation includes a base salary commensurate with experience ranging from \$100k - \$125k, significant performance compensation, an equity option agreement, and a benefits package that includes health insurance, a 401(k)-matching program, and a generous vacation and holiday allocation.

Overview of Responsibilities

Enterprise Sales Leadership

Spearhead the strategic account management and sales efforts to secure and expand the adoption of the ACT Eco Label among major global accounts. Demonstrate a proven ability to navigate complex sales cycles and engage with senior-level executives to close deals.

Business Development

Act as the primary point of contact for Impact Laboratories in forging strategic partnerships with key industry players. Develop bespoke strategies tailored to the unique needs of large, global enterprises.

Account Management

Establish and nurture long-term partnerships with key enterprise clients, ensuring their ongoing satisfaction and alignment with sustainability goals. Oversee contract negotiations and ensure compliance with both client expectations and organizational objectives.

Overview of Responsibilities Continued

Market Analysis and Strategy Adaptation

Continuously monitor market trends and industry shifts, adapting sales strategies to maintain a competitive edge and leadership in the sustainability market.

Organizational Leadership and Team Collaboration

Provide exemplary leadership, sharing strategic insights and best practices with the team. Uphold the culture of supportive accountability within Impact Laboratories.

Attend crucial industry events and be an influencer in the Lab Product Community

Powerfully and persuasively, represent Impact Laboratories through public speaking opportunities at International Symposiums, Expositions and customer sponsored events.

Customer Onboarding and Support

Working with the Programs team, ensure the customer journey is seamless from initial contact through program completion. Requires organization and a task-oriented approach to track the customer's journey, communicate in a timely manner, follow up on expanding sales opportunities, maintain rapport with customers, as well as provide feedback to leadership when issues arise to ensure a quick and proactive resolution.

Impact Laboratories Background

Laboratories represent an enormous, untapped potential for sustainability. They discard over 12 billion pounds of plastic annually, and they consume 5-10 times more energy and water than office spaces. Worldwide, laboratories comprise an industry that is 3 times the size of the building products space and just over half the size of the automotive industry.

My Green Lab, Impact Laboratories' Parent Company, was founded as a non-profit organization dedicated to reducing the environmental impact of laboratories by building a culture of sustainability through science and directly engaging scientists and the teams of people who support them. Since its founding in 2013, MGL has grown from a grassroots effort to the most influential organization in the laboratory sustainability space.

Impact Laboratories was launched as a commercial subsidiary of My Green Lab in April 2024 with a mission to scale the world's most trusted green Lab certifications and tools. In addition to providing third-party verification for My Green Lab Certification, Impact Laboratories will issue certificates for the My Green Lab Accredited Professional (AP) and provide marketing and business development support for all My Green Lab's revenue generating certifications including My Green Lab Certification, My Green Lab Accredited Professional and ACT, My Green Lab's Ecolabel.

Required Qualifications and Experience

- Demonstrated passion for IL's mission and sustainability in general
- Extensive experience in enterprise sales, specifically within the laboratory, scientific, or related high-tech industries.
- Demonstrated track record of successfully managing and expanding major global accounts.
- Strong strategic thinking and executive presence, with the ability to influence senior-level decision-making.
- Excellent communication skills, proficiency in CRM software, and adeptness at handling complex sales negotiations.
- Entrepreneurial self-starter with a growth mindset and passion to advance their career

Preferred Qualifications and Experience

- A bachelor's degree in Business Administration, Marketing, Environmental Science, or a related field
- Experience in an industry or industries pertinent to laboratory research
- Sustainability passion and knowledge (green labs, green buildings, corporate sustainability or similar)

Impact Laboratories is a fast-paced and dynamic work environment, so the ideal candidate will be a flexible self-starter who embraces change and continuous improvement. The successful candidate will demonstrate interest in professional development and advancement within the role as they take on increased responsibility in line with the growth goals of the organization.

Impact Laboratories is an equal opportunity employer. We are committed to creating an inclusive environment for all employees.