

Sample job posting: Account Executive

Title: Enterprise Account Executive, Industries

Company: Anthropic

Location: United States (San Francisco; New York City)

Compensation: \$290,000 - \$360,000

Date: May 2025

About the role:

As an Enterprise Account Executive on the Industries team, you'll own a named book of accounts and the full revenue outcome for each. You'll develop a point of view on where Claude creates the most value across a customer's business, build relationships with the executives who sponsor transformation at that scale, and expand the partnership well beyond the original buyer. You'll work closely with Product, Applied AI, and GTM leadership to shape how Anthropic shows up in your vertical, while advancing our mission of developing AI that is safe, beneficial, and deployed responsibly.

This is a role for someone who has owned large, complex accounts end to end and is comfortable operating independently at the executive level.

Responsibilities:

- Contribute to the Industries team GTM strategy, identifying new use cases within your assigned verticals, winning new business, and sharing feedback with cross-functional teams
- Drive strategic expansion within key accounts in established verticals and new logo acquisition within emerging verticals
- Break into new accounts and cross-sell into existing business alongside our team of Account Executives

- Own a revenue target and all aspects of the sales cycle from prospecting to close, including outbounding and engaging Tier 1 accounts
- Lead with conviction by providing clear recommendations based on deep industry expertise rather than presenting a menu of options
- Prioritize organizations that can serve as lighthouse customers and references within their industries
- Become a trusted advisor to customers, understanding their unique needs and crafting tailored AI solutions. Co-innovate with customers and sell on the product roadmap while appropriately setting expectations
- Collaborate extensively with cross-functional partners including product, engineering, legal, marketing, and Applied AI to help bring new solutions to market and provide feedback to shape roadmaps
- Develop sales collateral, proposals, and presentations to effectively position Anthropic's AI products. Continuously refine sales tactics and share best practices

Qualifications:

- Required
 - 8+ years of enterprise software sales experience, with a track record of owning named accounts at large, complex organizations
 - Experience managing multi-quarter sales cycles involving multiple stakeholders, technical evaluations, and enterprise procurement
 - A history of growing accounts meaningfully beyond the original engagement by creating demand across new divisions and use cases
 - Demonstrated ability to independently build and advance relationships at the C-suite and SVP level, including preparing for and leading executive conversations without relying on internal executive sponsorship
 - Experience building customer-specific business cases grounded in the customer's own financials and priorities, and defending commercial terms through procurement
 - Background selling platform, API, cloud infrastructure, or emerging technology into enterprises evaluating a new category
 - Strong executive presence and the ability to hold a credible conversation across both technical and business audiences

- Genuine interest in AI and strong alignment with Anthropic's mission of developing AI systems that are safe and beneficial
- Preferred
 - Direct experience selling into one or more of our core verticals and fluency in how those businesses operate and measure success
 - Experience as an early AE in a vertical or segment, where you helped build the sales motion rather than inherit it
 - Background selling developer platforms, cloud infrastructure, or AI/ML tooling into traditional enterprises