

— CAREERS / SALES

# Account Executive

or Senior Account Executive

Help us accelerate NiscAI into the built environment. Flexible location, with regular time together as a team.

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# Account Executive or Senior Account Executive

One hire. Two levels. The shape of the role is the same. What changes is the bar, the autonomy, and the scope of contribution beyond your own pipeline.

## Why this role exists

NiscAI is an asset intelligence platform. We turn product-level data into decision-grade intelligence on whole life cost, helping buyers and manufacturers make smarter equipment decisions.

Today, equipment buyers commit millions in capital with almost no comparable data beyond upfront price, and no way to model how assets will actually perform in their environment. NiscAI changes that, turning product-level data into live, comparable intelligence at the point of decision, driving savings on both cost and carbon at portfolio scale.

We have a product that buyers want. Our pilot sector has been commercial foodservice, and we are now actively expanding into the wider built environment industry. This role exists to accelerate that expansion.

## The shape of the role

You own the full sales cycle. New logos first. Outbound through to close.

You will be selling across the built environment: contractors, developers, consultancies, facilities management, and the procurement teams that sit inside large estates.

You will not be doing this alone. Product, marketing, and leadership are behind you. But you are the one in the room.

## Why now

Energy prices and the regulatory landscape are shifting fast. Product-level data is moving from nice-to-have to non-negotiable. NiscAI sits at the centre of that shift, and we need someone in the market when it moves.

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## What you will actually do

- Build and work a pipeline of B2B SaaS deals across the built environment, grounded in genuine demand rather than activity metrics.
- Run discovery that gets to what a buyer actually needs, not what they say they need.
- Demo the platform in a way that maps to a buyer's day job, not ours.
- Navigate complex, multi-stakeholder deal cycles and build the commercial case that gets contracts signed.
- Negotiate and close annual SaaS contracts.
- Work with marketing to shape outbound that lands. You have built pipeline from scratch before, not just inherited it.
- Feed product the patterns you hear in the market, weekly.
- Bring your network in. We expect that.

## What we are looking for

### CORE

- A deep network across the built environment, spanning investors, real estate operators, contractors, developers, consultancies, and FM, that you are ready to activate from day one. This is the single strongest differentiator.
- Real B2B SaaS closing experience. Quota-carrying roles, not just pipeline generation. You have hit and exceeded target in a genuine SaaS environment.
- Proven outbound capability. You have built pipeline from scratch, not just worked inbound leads.
- Comfort selling something new. Niscai is creating a category, not chasing one. That should energise you, not unsettle you.
- A consultative style. Our buyers are informed and sceptical. Pushy does not work here.
- The ability to navigate complex, multi-stakeholder deal cycles and construct a business case that survives procurement scrutiny.
- The ability to operate without a thick playbook. We are a scale-up, not a corporate.

### PREFERRED

- Background selling sustainability, ESG, compliance, or data software.
- Familiarity with the regulatory drivers reshaping this market: Carbon Reporting, Scope 3, Digital Product Passports.
- Comfort with energy, carbon, and MEP products.

We will look at strong B2B SaaS sellers who do not have a built environment background. The bar is higher, but the door is open.

## What sits at each level

We have written this as one role on purpose. We are looking for the right person more than the right title. Roughly, here is how we think about it.

### ACCOUNT EXECUTIVE

A few years of closing experience in B2B SaaS. Comfortable owning a quota and a pipeline. Happy to lean on the team for strategy and account planning. Wants to be challenged by a category-creation environment and grow into more.

### SENIOR ACCOUNT EXECUTIVE

Has done this in more than one company and at more than one stage. Can build territory plans and ICP hypotheses without being asked. Brings a network and knows how to work it. Shapes how we sell, not just what they sell. A peer to product, marketing, and the founder team, not just a recipient of leads from them.

If you are unsure which one fits, apply anyway. We would rather have the conversation than miss the right person.

## What good looks like in your first 12 months

- A pipeline that reflects genuine demand, not activity for its own sake.
- Closed business with named buyers who would happily reference us.
- A clear point of view on where our ICP is sharpest and where we should invest next.
- A working relationship with product and marketing that makes them better, not just busier.

## Practicalities

### REPORTS TO

Chief Commercial Officer

### LOCATION

Flexible, with regular time together as a team

### COMPENSATION

Competitive base + OTE, commensurate with level and experience

### TYPE

Full-time, permanent

## How to apply

Send a CV and short note on why this role looks interesting to you at [careers@niscai.com](mailto:careers@niscai.com). We read and reply to every application.

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## About Niscai

Niscai is an asset intelligence platform. We turn product-level data into decision-grade intelligence on whole life cost — giving buyers the information they need to stop making expensive guesses, and giving manufacturers the tools to prove their products' superiority.

Niscai is the rebrand of ImpactLoop. Same team, sharper positioning.

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**25,000+**

PRODUCTS ON THE  
PLATFORM

**30+**

MEMBER  
ORGANISATIONS

**0%**

CUSTOMER CHURN  
SINCE LAUNCH

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