



Enterprise Software Sales Account Executive

Essential Duties and Responsibilities:

- Meet or exceed assigned quarterly and annual revenue quotas.
- Prospect new business through the identification of targeted accounts and developing business through leads, cold calling, trade shows, etc.
- Manage Existing customers and grow business within the installed base.
- Maintain pipeline goals.
- Build and maintain an effective personal network to further build access to information, leads, contacts, etc.
- Apply product knowledge, presentation skills and technical understanding to effectively present products to prospects and customers.
- During sales presentations, position product/solution strengths against the competition, handle objections professionally, and adapt presentation style and answers to questions based on audience.
- Develop effective relationships with key decision makers in assigned target customers.
- Develop key relationships and work together with Regional and National Partners.
- Prepare offers and legal documents for approval by applicable manager using proposal templates.
- Apply company sales processes and accurately and efficiently utilize sales automation system.
- Utilize resources effectively. Lead the process of answering RFP's and all communications with prospects and customers.
- Complete all required reports on a timely basis. Submit expenses on a timely basis.
- Coordinate with others to ensure customer satisfaction and future add-on sales.
- Monitor, follow up, and report on competitive activities, market conditions and opportunities.
- Participate in general sales strategy. Define specific sales plans with management.
- Travel per needs of the business (varies for different geographies)
- Work together with the Inside Sales Team, Pre-Sales Technical Consultants, Implementation Services, and the Partner Sales Team

Minimum Qualifications:

- Bachelor's degree or equivalent
- Minimum of 5 years Enterprise Application Sales experience (ERP, CRM, Project Management, Business Intelligence, etc.).
- Proven track record of achieving sales quota.
- Ability to strategically sell at the industry, corporate, executive and departmental levels.
- Must have excellent prospecting and qualifying skills.
- Ability to develop return on investment analysis and cost justification for prospects and customers.
- Ability to effectively manage the sales cycle, setting appropriate expectations.
- Ability and aptitude for continuous learning and knowledge building on software industry issues.
- Excellent oral, written communication and interpersonal communication skills.
- Working experience with software, including: Word, Excel, Project, Outlook, PowerPoint, SharePoint
- Professional appearance and business maturity.



Work Environment/Physical Demands:

- Self-motivated, resourceful, and organized.
- Efficient in working in a home office environment.
- Fast paced and high energy teams.

Compensation:

- Base salary: Commensurate with Market and Experience
- Target Compensation is very rich and commensurate with market
- Excellent culture
- Excellent Benefits - Health, Dental, Vision fully paid by Employer for Employee and immediate family
- 401K, PTO, Life Insurance, etc.