

Account Executive – Technology/Software Sales

Overview

This is an opportunity to be a part of a fast-paced, agile software and consulting company that develops innovative technology products for the asset management industry. We focus on the quality of life for our employees and the quality of products and services for our customers.

CMMS Data Group seeks a driven, self-motivated account executive that is hungry for success and tremendous upside potential. Your success is our success. Thus, you will receive the tools needed to achieve success.

Responsibilities

- Increase market share and generate revenue by prospecting, pursuing, negotiating, and performing software demonstrations, both online and at customer sites (this position involves occasional travel).
- Attend trade shows.
- Follow up with current customers to ensure customer retention, quality assurance, and additional business.
- Manage your accounts in CMMS Data Group's CRM.

Qualifications

You must possess the following:

- Bachelor's degree
- Energetic team player attitude with the desire to learn or enhance sales skills
- Outgoing personality with the ability to perform and work well under pressure
- Typing skills (minimum: 45 words per minute)
- Attention to detail
- Excellent written, verbal, and presentation (both online and in person) communication skills
- Demonstrated ability to identify, develop, and close the sales loop
- Quick Learner with strong analytical abilities
- Self-motivated and goal-oriented
- Excellent follow up/through
- Proven customer satisfaction track record
- 1+ years technology sales experience a plus

Technologies

The ideal candidate will be proficient (1+ years) with the following technologies:

- Web Applications
- Microsoft Outlook
- Microsoft Office (Word, Excel, Access, PowerPoint)
- Fundamental database (Access, SQL, and/or Oracle) understanding
- CRM (or similar)

Terms of Employment

This is a full-time salaried position with a guaranteed base pay plus commissions up to 60k+ in the first year.

Contact

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