

B2B Account Executive

The Account Executive is responsible for finding, developing, and closing new business within a defined geographic territory as defined by sales supervisor. Emphasis will be placed on identifying and converting sales targets, including detailed tracking of sales prospects to establish a qualified pipeline, and activities including customer presentations, product demonstrations, and closing business. The Account Executive will coordinate involvement of Sales Support Team and Professional Services as required.

Responsibilities:

Maximizes territory potential through targeting prospects, qualifying, conducting customer meetings and demonstrating the product.

Generates new target prospects through research, networking, and referrals.

Converts target prospects to sales opportunities by identifying alignment of critical business needs with Bullhorn solutions and services.

Develops proposals together with Sales Engineering and Professional Services.

Works closely with sales management to prioritize opportunities and execute sales strategies to exceed quota expectations.

Submits standard sales metrics, such as, weekly forecasts, pipeline, funnel, monthly progress, business plans, and expense reports on a regular and timely basis

Maintain CRM providing detailed notes for opportunity and contact management.

Job Requirements

Requirements:

Must have a minimum of 2 years related sales experience

Must have strong territory and contact management skills

Must have strong consultative and solution selling skills

Must have strong sense of responsibility, integrity and professionalism

Must have a working technical knowledge of software components

Must have proven leadership skills in both independent and team environments

Staffing and Recruiting market knowledge is preferred

Must have excellent communication skills (written and verbal)

Must have high energy level, high degree of integrity, self-motivated, positive attitude, proactive approach to work, confidence

Must have a willingness to travel minimum of 30%

Must have demonstrated success in a B2B sales environment and be a CLOSER !!!