



Q U E S T
TECHNICAL
RESOURCES

Website

www.questrecruiting.com

Executive Search & Recruiting

Servicing United States and Canada:

Specialized Information Technology Recruiting Professionals
Contingency, Retained, & Contract Recruiting Engagements

Presented by David Whitson, President



Email: dave@questrecruiting.com



(513) 561-3625



www.linkedin.com/in/questrecruiting



www.twitter.com/WhitsonDave

Date: 7/11/2022

Senior or Mid-Level Sales – Technology Account Executive

This position is home office based, preferably in Chicago, IL.
Other suitable locations may include:

- Indianapolis, IN
- St. Louis, MO
- Denver, CO
- Houston, TX
- Los Angeles /San Francisco/San Diego - CA

PACKAGE

-) Senior Level - Base Salary of \$75k - \$100k +
-) Senior Level (Quota Achievement of \$1M+) – Total Compensation of \$175k - \$200k +
-) Mid-Level – Base Salary of \$50k - \$75k +
-) Mid-Level (Quota Achievement of \$500K - \$750K) – Total Compensation of \$100k - \$150k +

-) (Sales Reps typically close deal sizes in the \$125K - \$250K range. Commissions are a straight 10% of revenue (software, services, maintenance))

About our client....

Our client is a growing, established, privately held global software company founded in 1992 with more than 250 employees across 6 countries.

Its “one technology, multiple solutions” software supports customers in the areas of technical expertise, risk management, and knowledge management. Customers span many industries including Aerospace & Defense, Automotive, Consumer Products, Energy, Industrial, Materials, Chemical, and Medical/Pharmaceutical.

SKILLS:

-) Prospecting skills
-) Customer service
-) Meeting sales goals
-) Closing skills
-) Territory management
-) Negotiation
-) Self-confidence
-) Product knowledge

-) Presentation skills
-) Client relationships
-) Motivation for sales

MINIMUM REQUIREMENTS:

-) Work Authorization: U.S. Citizenship Required
-) Previous experience in sales software products, engineering services or IT related solutions. A working understanding of Manufacturing (Additive Manufacturing (AM), Automotive, Aerospace, Energy, High Tech, Materials, Medical/Life Sciences)
-) This is a hunting position. The sales rep is expected to bring in new accounts. Depending on where you are located and your experience, may be assigned a specific geography and/or account size.
-) Minimum of 3 – 5 years of experience in Cold calling/hunting/territory development experience
-) A strong track record of personal sales success, year-on-year within an engineering and/or software environment.
-) Solid track record of recent Direct Sales and quota achievement
-) BA/BS University degree with a concentration in marketing, business administration, or engineering preferred. MBA is a plus.
-) Proven ability to meet and exceed targets and track record of winning.
-) The ability to learn new skills and technologies quickly.

What you will do:

Sales Representative Job Responsibilities:

- J Serves customers by selling products and meeting customer needs.
- J Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales
- J Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- J Focuses sales efforts by studying existing and potential volume of dealers.
- J Submits orders by referring to price lists and product literature.
- J Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- J Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- J Recommends changes in products, service, and policy by evaluating results and competitive developments.
- J Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- J Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.

- J Provides historical records by maintaining records on area and customer sales.
- J Contributes to team effort by accomplishing related results as needed.

TRAVEL AND TRAINING:

- Some overnight travel as needed
- 1 week of onboarding, continual mentoring, various sales classes (depending on experience)

REPORTING STRUCTURE:

Reports to GM & VP, Strategic Accounts in U.S.A.

BENEFITS AND COMPENSATION

- J Base Salary + Commissions/Bonuses
- J Healthcare contribution – employees receive an additional \$7,500 (single) or \$10,000 (family) benefit payment that is paid out over the year to cover healthcare expenses.
- J IRA or 401k contribution – eligible from day 1, 100% company match up to 5%
- J Other Compensation Details – Vacation 2 weeks + 1 day for each additional year, 12 holidays (6 set, 6 floating)