



Enterprise Sales Executive

New Business Development Dept., Sales Division

Job Summary

The Enterprise Sales Executive applies solution-oriented selling skills and technical expertise to develop and manage a user base for CartêGraph products and services, to new customers within the assigned territory, through direct, face-to-face contact as well as via the telephone. Responsibilities include devising and implementing sales strategies, identifying and prospecting for new clients, building positive customer relationships and contributing to long-term customer satisfaction, forecasting sales for the assigned territory, and consistently meeting and exceeding monthly, quarterly and annual sales quota and territory objectives. The Enterprise Sales Executive works from their home or the local or HQ office while operating within the structure and framework of the corporation.

Requirements

Four-year degree and 5 years of sales experience required, OR high school diploma/equivalent and at least 7 years of previous sales experience required. Preferred experience is proven, successful software sales experience with a solutions-oriented approach, ideally in the technical or public works/municipal government marketplace. Thorough understanding of the government purchasing process is also preferred. Proven track record in all aspects of sales: territory planning, client prospecting, deal management, sales closing, and contract development is needed. Ability to understand and communicate complex business needs and propose corresponding technology-based solutions is a must. Proven excellent customer service skills, including the ability to progressively probe, analyze, identify root causes of problems, provide practical solutions, and negotiate resolutions required, along with the ability to make independent business decisions considering both the impact to client satisfaction and overall financial ramifications for the Company. Experience with managing and closing single-seat deals through enterprise-wide implementations is desired. Ability to travel 65% or more of time required. Valid driver's license with proof of insurability and sufficient personal credit facilities to cover expenses while traveling required.

CARTEGRAPH EMPLOYEE BENEFITS

Competitive wage, group medical insurance with low deductible, free long-term disability insurance, free life insurance, Flexible Spending plan, paid time off (PTO) first year and beyond, 401(k) plan w/employer match, AFLAC voluntary benefits, free parking, team-oriented work environment, career opportunities, and promotion from within.

If you are interested in a career at CartêGraph please submit your resume to careers@cartegraph.com.