



JOB DESCRIPTION

Job Title: Account Executive

Reports to: Director of Sales

Location: I-65 corridor (Birmingham to Nashville)

FLSA Status: Exempt

Sales Account Executive: Responsible for managing clients in assigned territory and increasing new business. Achieve annual sales quota and maintain high-level of customer satisfaction through client centric solutions offerings, services and account management. Collaborate with and effectively utilize resources from consulting, center of excellence and client services to meet clients on their journey and prescribe the best solution for each. Consistently model client centric, solution selling behaviors and strive for client centric outcomes. Assist InSource staff with achieving goals while attaining individual quotas. Strategize with management on market potential. Develop knowledge base through training and personal development.

Essential job functions

- Evaluate client profiles, industry data and other corporate information to focus business development efforts. Effectively assess clients based on three criteria – technical readiness (journey), ability to purchase (budget) and business cycle. Based on the assessment prescribe client centric solutions that address client’s issues, considering people, process and technology requirements.
- Broaden relationships with existing clients in the assigned geography to generate sales, via phone, web-ex and in person calls.
- Become proficient with our solution portfolio in seven manufacturing domains we sell in and use this understanding to address clients’ issues.
- Lead team based sales effort, collaborating with:
 - Customer First team to secure support renewals
 - Client Services for proposal generation
 - Manufacturing Consultants for process improvement projects
 - CoE for systems consultants (pre-sales technical engineers) for demos, solution architectures and tech support for client problem resolution
- Prepare and deliver effective sales presentations in-person, via WEBEX and using cloud demos.
- Proactively manage efforts by routinely utilizing NetSuite CRM for all appointments, pipeline updates and follow-up efforts.
- Achieve annual and quarterly sales and gross profit objectives. Accurately forecast annual, 60 and 30-day revenue streams
- Develop and maintain a thorough knowledge of company's products, pricing practices, and selling skills.
- Observe the high quality of InSource Solutions ethical standards in presentations, proposals, and overall representation of the company.
- Track expenses and submit reports monthly.



- Other job duties as requested.

Minimum job requirements

Preference for individual with consultative solution selling of complex technical product and services, ideally selling in the industrial and manufacturing space. Must be able to sell solutions to resolve issues, rather than selling products and services.

- **Education:**
 - Degree in Engineering, IT or equivalent work experience
- **Experience:**
 - 5 or more years experience in business-to-business sales with a complex technical product company, with preference for software sales experience
 - 3 or more years experience in manufacturing
 - Work experience in the designated territory/knowledge of potential client base a plus
 - Experience with Industrial Automation Solutions, including PLCs, DCS (Distributed control systems) I/O networks and/or MES/ SCADA software
 - Specific knowledge in one of our seven domains: energy, compliance, quality, operational efficiency, asset management, workforce optimization, and process visualization
- **Specific Skills:**
 - Excellent time management and organizational skills
 - Excellent oral and written communication skills
 - Concept selling; ability to diagnose root cause issues and paint vision
 - Proven presentation skills
 - Superior interpersonal skills, especially teamwork ability
 - Proven ability to work independently

Supervisory Responsibility: none

Work Conditions: General office or home office environment and customer manufacturing site visits. May require standing, walking, climbing stairs, light lifting, sitting, etc. Some elevated noise levels exposure. Travel, including overnight travel is required—typically 50+%.