



JOB DESCRIPTION

Job Title: Tier 3 Account Executive

Reports to: Director of Sales

Location: I 65 Corridor Between Birmingham and Nashville

FLSA Status: Exempt

Account Executive: Responsible for growing assigned territory by generating revenue from both existing and net new clients (new logos). Business- oriented, problem solver with strong IT and manufacturing experience prescribes engineered solutions combining software, hardware, services and consulting through a team-based, collaborative sales approach. Demonstrated proficiency using CRM to actively manage sales & business development processes. Directs the effort of sales support and technical pre-sales teams to deliver an exceptional client experience. Assists InSource team members with achieving goals while attaining individual quotas. Strategize with management on new potential market opportunities and approaches. Develop knowledge base through training and personal development.

Essential job functions

- Achieve annual and quarterly sales and gross profit growth objectives
- Prospect to new logo targets to generate new sales, via phone, web-ex and in person meetings. Contact and qualify all inbound leads. Meet minimum call requirements as assigned
- Develop/strengthen relationships with existing clients to maintain customer satisfaction and develop new sales opportunities via phone, web-ex and in person calls. Meet client meetings requirements as assigned.
- Use a Situational Awareness approach to assess clients/prospects based on three criteria – technical readiness (journey), ability to purchase (budget) and business cycle. Based on the assessment prescribe InSource and partner solutions that address client’s people, process and technology requirements.
- Prepare and deliver effective sales presentations in-person, via WEBEX and using cloud demos.
- Lead team-based sales effort, collaborating with:
 - Customer First Software maintenance team to secure support renewals.
 - Client Services for proposal generation and to close lower dollar opportunities
 - Pre-Sale Technical System Consultants for product demos and architectures
 - Manufacturing Solution Architects (MSAs) for sales opportunities of larger projects and potential services and consulting sales.



- “Campaign” existing customers to introduce or familiarize them with solutions that may be of interest. Develop targeted customer lists and help brainstorm marketing campaigns topics and messaging.
- Maximize profitability utilizing value selling tools and practices
- Accurately forecast annual, 60 and 30 day revenue streams.
- Regularly update and utilize NetSuite CRM to manage pipeline, track meetings and schedule follow-up activities.
- 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.
- Up to 50% Travel
- Other job duties as requested.

Minimum job requirements

- **Education:**
 - Degree in Engineering, IT or equivalent work experience
- **Experience:**
 - 5 or more years’ experience in business-to-business sales with a technical product company, with preference for software sales experience
 - 1 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 Skills:**
 - Excellent time management and organizational skills
 - Excellent oral and written communication skills
 - Proven presentation skills
 - Able to synthesize information in the moment, think on feet and adapt to changing requirements and conditions
 - Strong knowledge of manufacturing practices, issues, metrics, etc.
 - Superior interpersonal skills, especially teamwork ability



- Proven ability to work independently
- Mentorship or leadership of sales teams a plus.

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.