

## ACCOUNT EXECUTIVE

### RESPONSIBILITIES

*Your responsibilities will include, but are not limited to:*

- This position is a direct sales HUNTER role
- Meet or exceed your assigned quota
- Develop and execute sales strategy and territory plan for your assigned territory
- Meet weekly prospecting requirements, as assigned by VP of Sales
- Generate and develop leads, as needed, to ensure a full pipeline
- Effectively qualify opportunities
- Understand and propose solutions that align to client needs, goals and objectives
- Understand and be able to clearly articulate the eLogic value proposition
- Manage sales process for individual opportunities to ensure successful outcomes
- Manage multiple prospects simultaneously at various stages in the pipeline
- Proactively and accurately manage sales data, including forecast, in CRM application
- Partner with the professional services team to ensure a smooth, successful handoff of clients from sales to services
- Be able to effectively lead sales pursuits in which multiple internal resources may be required
- Be capable of delivering product demonstrations on your own
- Be a relevant contributor when called upon to participate in meetings, internal and external
- Develop account-specific materials (i.e. proposals, RFP responses, presentations, etc.), as required, throughout the sales process
- Promote eLogic and yourself through personal networking and social marketing efforts
- Live the core values of eLogic as published: have fun, enjoy your life and have a successful career at eLogic

### QUALIFICATIONS

*The following qualifications are a must have for any prospective candidate to succeed at eLogic:*

- B.A. / B.S. required
- At least 3 years of outside sales experience
- Used to carrying and achieving or exceeding at least a \$500,000 quota
- Self-starter with a passion for sales who can work independently
- Understand solution selling
- Comfortable prospecting for new business opportunities and demonstrating software
- Able to articulate with a solid business acumen
- Comfortable working within a fast-paced, ever changing environment
- Proficient with CRM and MS Office products
- Software and eLearning industry experience is preferred

If you have this experience and are talented, confident, self-motivated and professional, please contact eLogic. Competitive salary and benefits are offered with this position.

Qualified applicants should submit their resumes to [HR@ellogiclearning.com](mailto:HR@ellogiclearning.com).