

## ACCOUNT EXECUTIVE JOB DESCRIPTION

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### Responsibilities

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

1. This position is a direct sales HUNTER role.
2. Develop and execute sales strategy and territory plan for your assigned territory.
3. Meet or exceed your assigned quota.
4. Prospect as required by VP of Sales.
5. Generate and develop a minimum of 2 high quality leads each week.
6. Effectively qualify opportunities.
7. Promote eLogic and yourself through social marketing efforts.
8. Propose solutions that align to prospects' and/or clients' needs, goals and objectives.
9. Understand and be able to clearly articulate the eLogic value proposition.
10. Manage sales process for individual opportunities to ensure successful outcomes.
11. Manage multiple prospects simultaneously at various stages in the pipeline.
12. Proactively and accurately manage sales data, including forecast, in CRM application.
13. Partner with the professional services team to ensure a smooth and successful handoff of clients from sales to services.
14. Be able to effectively lead sales pursuits in which multiple internal resources may be required.
15. Be capable of delivering product demonstrations on your own.
16. Be a relevant contributor when called upon to participate in meetings, internal and external
17. Develop account specific materials throughout the sales process: proposals, RFP responses, presentations, etc.
18. 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:*

1. Must have 3 years of outside sales experience.
2. Must be used to carrying at least \$500,000 quota.
3. Must have consistently achieved or exceeded quota.
4. Must be a self-starter.
5. Must be able to work independently.
6. Must be passionate about sales and have a strong desire to excel.
7. Must be comfortable cold calling.
8. Must be articulate with a solid business acumen.
9. Must be comfortable working within a face paced, ever changing environment.
10. Must be proficient with Salesforce and MS Office products.
11. Software and eLearning industry experience preferred.

As a rapidly growing company, your role will likely evolve over time so the above list of responsibilities should not be considered complete without changes.

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