

ACCOUNT EXECUTIVE

eLogic Learning, an industry leading provider of Learning Management System software and custom content solutions is seeking a proven consultative sales executive to represent the company's products and services to senior-level executives in medium to large enterprises.

The Account Executive will be responsible for consulting with prospective clients to thoroughly understand their business goals and then align our solutions to those goals, so that they can achieve maximum business impact. The ideal candidate will have demonstrated success with achieving assigned goals, regardless of obstacles or circumstances.

Candidates with an existing network of decision makers inside organizations with over 2500 employees will see substantial success and earnings. In addition to your personal networking, we will provide you with a significant number of leads. If you can close business, this is where you want to be.

This is a remote sales position.

RESPONSIBILITIES

Your responsibilities will include, but are not limited to:

- In this role, you will be responsible for new logo acquisition only.
- Meet or exceed your assigned quota
- Develop and execute sales strategy and territory plan for your assigned territory
- 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
- Execute sales process 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 high level product overviews 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 5 years of enterprise software 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
- 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
- Must be motivated and coachable
- 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, lucrative commission structure and benefits are offered with this position.

Qualified applicants should submit their resumes to HR@elogiclearning.com.

OUR CULTURE

At eLogic Learning, our company culture is extremely important to us. When you think about it, you spend around eight hours of your day with us...so we better like each other. We're a growing team full of people who enjoy what they do and have fun while doing it. We're hardworking, forward-thinking, and expectation-breaking. We wear jeans to work, have a great work-life balance, and share some good-natured trash-talking during the Office Olympics.

Our four core values not only apply to how we engage with our prospects and clients but can also be used to sum up what it's like to work for us: **Quality** – we look for people who are friendly, hardworking, innovative, team players, and want to positively impact the company. **Integrity** – we want those who will follow through on commitments, remain accountable for their duties, and be a dependable team member. **Continuous Improvement** – We want to not only use your current skills sets but also grow and expand on them; plus, we offer you the chance to grow personally as well. **Responsiveness** – We want to foster an environment that's open to new ideas, acts on the ones that make sense, and encourages the team to keep throwing new ones our way.

This isn't the end-all-be-all list of what makes up our culture, but it at least gives some insight into what we look for and what it's like working on the eLogic Learning team. Our learning management system is award-winning and industry leading, and we want our team to reflect that as well.