



To apply for a position, please email your resume to recruiting@level5partners.com. In the 'Subject:' line please type the position for which you are applying.

Senior Account Executive

Department: Sales

Reports to: VP Sales

Locations: New Jersey

Key Responsibilities:

- Responsible for the full sales cycle, from prospecting potential customers to closing business.
- Develop territory to meet and/or exceed annual quota in license and services.
- Generate sales leads through prospecting, networking and maximizing marketing programs developed by the company.
- Prepare and deliver sales proposals, RFPs, RFIs & RFQs.
- Ability to articulate the value and competitive advantage of the products.
- Effectively engage internal resources to develop sales strategies and plans.
- Maintain accurate documentation of activities in company CRM system for effective sales management.

Qualification Criteria:

- Experience and success in leading sales of sophisticated software products to major accounts.
- Five years minimum sales experience in enterprise, applications infrastructure software.
- Previous sales experience with companies such as Hyperion, Business Objects, Cognos, Oracle, PeopleSoft, Sybase, etc.
- Effective in an entrepreneurial environment.
- Proven sales leader with ability to communicate and utilize resources.
- Demonstrated track record as a top performer.
- Must have measurable success in prospecting and negotiating complex software sales at the executive level.
- Demonstrated prior success in penetrating geographical markets and generating revenues.
- Ability to function independently in the field, and with a team throughout the sales process.
- A Bachelor's degree is required.