



## **US based (East-Side) Enterprise Sales Executive, IoT Cloud and Connectivity Services**

Our client, a successful global top 3 player in the Internet of Things (IoT) is looking for an **Enterprise Sales Executive** with a proven track record in complex **B2B solution sales**. They are looking for **hunters** that excel and thrive in closing new business. Candidate primary objective is to lead the sales initiative in a selected vertical or region, presenting the clients value proposition and successfully closing new accounts with revenues up to \$200k annually.

### **Responsibilities:**

- **Meet (and exceed) quarterly quota** objectives consisting of new business bookings and account growth. Calling on decision-makers of enterprise organizations to position client as their partner of choice in addressing their IoT objectives.
- **Identifying opportunities** and key pain points within target accounts and developing specific value propositions that demonstrate clients ability to deliver the preferred solution
- **Manage a complex sales process** with multiple stakeholders including strategic account planning, business case analysis, proposal development, and customer presentations.
- Manage and **grow both new and existing accounts** with the support of Customer success and Product Marketing.
- **Coordinate activities** with Sales Managers and other members of Sales team to align clients Go-to-market strategy.
- **Track progress** and KPI's in clients **CRM**.
- Travel regionally up to 25% of the time attending trade shows and key account visits.

### **Qualifications:**

- **Top performer** and strong background selling **technical solutions** to high-level executive decision-makers with a history of successful quota and/or sales objective attainment.
- At least 2 years in B2B inside/outside sales involving complex solution sales (**SAAS or PAAS preferred**).
- Recent experience in consultative sales techniques, and account planning, account profiling, account positioning strategy, customer needs analysis, and sales opportunity development. **Strong communication skills** and ability **to qualify**, quickly understand value propositions and sell the value of our service.
- Self-starter, **entrepreneurial mindset**, comfortable working in a start-up environment
- BA/BS degree