



**Position:** [Account Executive](#)

**Location:** Texas and Cincinnati, Atlanta or Northeast

### **Description of Key Responsibilities:**

We have a unique opportunity for an energetic and results-driven sales person to join our team as an Account Executive and immediately contribute to the growth of the company. This position involves prospecting into new accounts, executing on inbound sales opportunities, successfully leading opportunities to closure, and a passionate attention to detail on follow-up to meet commitments to prospects and customers.

This position is responsible for territory development and closing sales opportunities against assigned revenue targets, while delivering the highest level of customer satisfaction and growth. Vinimaya's sales team model requires exceptional communications in a customer focused environment, where trust and execution on commitments is paramount. This position requires the necessary skills to build new customer relationships and maintain relationships with existing customers. The right candidate will be willing to aggressively take on challenges as they are presented to him or her. The Account Executive will do what it takes to deliver on expected revenue, including contributing to management of Existing Accounts, Product Demonstrations and Marketing Campaigns.

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### **Specific Areas of Responsibility:**

- Understand customer needs and how to map those needs to the Vinimaya solution
- Develop new relationships with prospects and customers
- Proficiently articulate the features and business value of the entire Vinimaya product suite to customers and prospects
- Deliver on assigned quota objectives for the plan period.
- Follow up on inbound leads generated from lists and/or marketing programs in order to drive them through the pipeline
- Develop and execute on outbound calling campaigns to targeted companies.
- Qualify new and existing leads as to level of interest, product specificity and next steps.
- Utilize Sugar CRM to accurately maintain records of call activity, follow up on action items and all relevant information in order to accelerate the close of an opportunity.
- Leverage all qualified leads utilizing existing team members and management.
- Provide professional and prompt responses to questions, action items and concerns of prospective customers.
- Build business relationships while developing a solid understanding of client's organization and its business model, business functions and application functional requirements.
- Manage the development and delivery of proposals and responses to customer initiated RFI and RFP's.
- Assist in identifying new opportunities within existing Vinimaya customer base



### **Skills / Qualifications:**

- 3 years of proven sales experience
- SAAS sales experience preferred
- Excellent communication/presentation skills; both written and oral
- Experience in selling B2B services and solutions
- Experience in enterprise software a plus
- BA or BS degree or equivalent experience

### **Why Join Our Team?**

1. FUN - Collaborative culture includes the opportunity to work with/learn from a diverse, highly experienced team of business professionals that enjoy what they do and enjoy working for Vinimaya.
2. Excellent compensation/benefits. A strong financial incentive package that includes a fair base salary with rewards for consistent results.
3. Growing, entrepreneurial company which is part of a larger family of companies where you can truly build a long-term career. An environment that encourages/mentors your leadership and product management skills.