

## **Senior Account Executive**

***Senior Account Executive responsible for managing accounts in the automotive and discrete manufacturing industry, focusing primarily in the Midwest.***

### **Job Requirements:**

- Experience selling enterprise software applications
- Experience selling to the automotive industry, specifically tier one and tier two automotive suppliers as well as aftermarket and peripheral automotive component suppliers
- Proven ability to sell software solutions (including software licenses, professional services, and support)
- Strategic account selling experience with ability to manage and coordinate sales process
- Proven ability to interact with high-level (CxO and VP-level) contacts as well as operational managers, IT and business users

### **Desired experience/knowledge:**

- Over 5 years selling software solutions to the discrete manufacturing industry
- Knowledge of quality management or compliance management systems and/or processes
- Technical background and/or ability to understand complex software solutions
- Demonstrateable track record selling six figure deals.

This position will ideally be based out of the Detroit area, although anywhere in the Midwest will be considered for the right candidate.

A competitive compensation package with significant upside will be offered to the right candidate.