

Account Executive, Public Sector

Position Summary:

The Account Executive is responsible for directly contributing to sales success, revenue generation and customer satisfaction for public sector accounts and for the growth and further development of Enduvo's customer base.

Primary Responsibilities:

- Work with management to develop account penetration strategies for key target accounts; develop sales plans tailored to specific opportunities; execute strategies and sales plans to drive SaaS sales; accurately forecast, track and report revenue
- Provide competitive information such as bid situations, pricing data or bundling arrangements to management in order to establish negotiated pricing contracts; analyze customer data and develop financially sound proposals
- Meet with prospective customers to present the value of our solutions and services; explain and demonstrate our platform
- Develop strategies to help existing customers understand the power and capabilities of our product and implement the best solutions for their needs
- Build and maintain executive relationships with customers, key stakeholders and partners; act as a trusted advisor
- Partner with public sector champions to obtain an understanding of their business challenges; translate the benefits of our VR training and educational software platform, promote our capabilities and craft meaningful solutions
- Collaborate and consult with clients to build joint value propositions and proposals
- Identify, develop, promote and manage critical partnerships to increase business development opportunities
- Represent the company at trade association meetings to promote our platform and generate leads
- Collaborate with sales and marketing teammates to improve our overall corporate performance
- Perform other duties as assigned or required

Qualifications/Requirements:

- Bachelor's degree or equivalent professional work experience
- Minimum of 7 years sales experience, with a broad base of federal government contacts
- A strong executive network in the military and federal government
- Experience selling software solutions to the public sector
- Experience applying for government grants (SBIR, NIH, etc.)
- Ability to establish credibility and negotiate and close deals
- Ability to develop strategies and tactics for expanding the company's customer base in order to gain market share
- Excellent collaborative and consultative sales skills
- Proven ability to build relationships of trust and to forge mutually beneficial and strategically viable partnerships
- Ability to communicate using a variety of styles and approaches to influence the buying decision process
- Exceptional verbal communication skills with the ability to conduct engaging and informed presentations and solution usage demos; ability to tailor the message to the particular audience
- Excellent written communication skills, critical thinking skills and attention to detail
- Ability to maintain a professional demeanor during tense exchanges as well as the ability to connect meaningfully with a variety of personalities
- Ability to interface positively and professionally at all technical, management and executive levels within customer and partner organizations
- Proven ability to influence, convince, inspire and persuade
- Highly motivated and results driven performer with an execution-focused mindset
- Dedication to high quality customer service and integrity
- Some travel required

Enduvo is an Equal Employment Opportunity and Affirmative Action employer. We value diversity and are committed to providing an environment of mutual respect. Qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, age, sex (including pregnancy, childbirth, or related medical conditions), medical history or condition, gender identity and/or expression, sexual orientation, marital status, veteran status, status as an individual with a disability, or any other status protected under federal, state or local law.