



Date: April 30<sup>th</sup>, 2010  
Job Title: Account Executive  
Reports to: VP of Sales & Marketing  
Pay Rate: Salary + Commission  
Pay Range: DOE

Account Executive

Responsible for all sales activities, from lead generation through close, in an assigned territory. Develops and implements agreed upon marketing plan which will meet both personal and business goals of expanding customer base in the specified market. Works within the sales and support teams for the achievement of customer satisfaction, revenue generation, and long-term account goals in line with company vision and values.

The Account Executive is expected to:

1. Attain sales quota and goals set by the company
2. Execute on all phases of the sales cycle such as;
  - Lead generation
  - Prospecting
  - Research
  - Proposal generation
  - Account management / optimization
1. Be an expert with respect to the competition
2. Perform successful product demonstrations
3. Discuss & convey the benefits / advantages of a technology based product offering
4. Enter & track prospects, projects and associated notes with the sales contact database
5. Actively participate in weekly review meetings with sales team and executive management
6. Communicate with cross-functional teams
7. Attend trade shows & industry events, approximate travel 20%
8. Act as a leader in the company

Required experience & knowledge:

1. Minimum 1 - 5 years sales experience
2. Demonstrated success identifying and closing new opportunities
3. Experience in the energy or building automation market preferred
4. Bachelor's degree in engineering, marketing, business or equivalent experience
5. Excellent written & verbal communication skills
6. Self starter with high level of integrity
7. Excellent teamwork skills
8. Proven ability to influence cross-functional teams

Please submit your resume to: [careers@obvius.com](mailto:careers@obvius.com)