

Career Opportunity

Senior Account Executive

Fortified Data is a rapidly growing global provider of database design, management, and support services. We are thought leaders within our industry with many years of experience in some of the largest and highest volume mission-critical systems. We pride ourselves on providing our clients with holistic business and technical roadmaps that enable them to meet and exceed their objectives. Our work environment is challenging, fun, and exciting. We are a destination employer where the majority of our employees specifically sought employment opportunities with us.

Fortified Data is an equal opportunity employer. Eligible candidates must provide evidence of legal working status for any employer in the U.S.

Job Summary

Fortified Data is currently seeking a Senior Account Executive who will cultivate and lead a sales team to grow our client-base and revenue. The primary job function of the Senior Account Executive includes identifying and building partner relationships with key influencers and decision-makers within the prospective accounts. This position will require being the primary point of contact for clients throughout the entire sales process.

Other responsibilities include promoting and nurturing current partner relationships, actively pursuing lead generation, qualifying prospective clients, matching our products and services to client needs, communicating the value and positioning of our products and services, drafting quotations and SOWs (statements of work), and upselling existing clients.

Duties & Essential Job Functions

- Rapidly respond to inbound leads via telephone and e-mail
- Assess initial client needs to determine if they are a fit for the company's products and services
- Provide initial information to clients regarding the company's product and services
- Enter client's company and contact information into HubSpot
- Define and document the prospect's business and technical goals
- Organize sales presentations and ensure that all sales presentation materials are prepared prior to deadlines
- Lead the development of project scope, timeline, and deliverables for the prospective project utilizing internal resources
- Collaborate with internal resources to overcome stalls and objectives throughout the sales process
- Secure and facilitate prospect meetings, take copious notes, and manage the completion of the tasks and resolution of any issues that arise during those meetings
- Draft proposals, quotations, and SOW's

- Bring all sales cycles to a logical conclusion (won, lost, or nurture) within a 90-day period
- Build and maintain key relationships within the client's organization
- Identify upsell opportunities within existing clients
- Facilitate weekly calls with Partner Sales Managers and Representatives to foster lead generation
- Schedule and facilitate regular presentations and informational calls with Partners Sales Managers and Representatives to communicate the value and positioning of the Company's services
- Attend and engage in Partner marketing events
- Create, schedule, and facilitate learning events and webinars for existing clients on topics of interest

Education & Experience

Education: Bachelor's Degree of Equivalent

Required Experience: 3+ years of demonstrated sales experience in an Information Technology or other related Technical Product and Service Field

Preferred Experience: Preference will be given to candidates with:

- 2-3 years selling Database Support Services and Software Products
- Formal Sales Training
- Solution Selling Experience
- Experience using HubSpot
- A technical background in Database design, management, and support
- Strong mathematical aptitude and the ability to work with and easily calculate margin percentages using cost+, list-, and flat GPM% models

Required Attributes

- **Interpersonal Skills:** Ability to work and build relationships with a wide variety of business and technical people at various levels within an organization.
- **Task Management and Prioritization:** Ability to manage multiple issues and/or client requests simultaneously and successfully bringing them all to resolution in a timely manner.
- **Exemplary Communication Skills:** Ability to present and articulate the value and positioning of our products and services and draft clear and concise e-mails, proposals, and SOW's.
- **Confidence and Drive:** Ability to rapidly move a prospect through our sales process, overcome stalls and objectives, and obtain a qualified "no" or "yes" at the end of the process.

- **Automation / Tools:** Proficient in the use of all Microsoft Office software applications including Outlook, Word, PowerPoint, and Excel. Willingness and ability to learn and implement new software applications and technologies.

Work Environment

- Most work will be performed remotely
- Up to 10% travel possible