

Position: Regional Sales Executive – Process Intelligence Software-as-a-Service
Location: US Northeast (CT,DE,MD,NJ) home-based office teleworking (no travel)
Rate: Commission and Equity
Benefits: Standard as available to all employees
Restrictions: Applicants must be legally authorized to work in the U.S. No Visa sponsorship.

Inquiries: CV/résumé and cover letters to jobs@izondata.com.

Summary:

IzonData provides a breakthrough, high-demand, affordable, real-time Process Intelligence cloud computing and software-as-a-service solution. The Regional Sales Executive is responsible for customer pre-sales leads within an established territory. Leads will be provided through a company database. Lead qualification and extensive phone contact required. The successful individual works closely with other internal departments to this common goal. Sales cycle will include web-based presentations and demonstrations, leading to an executed service contract. Commission is derived from new documented service contracts originated by the Regional Sales Executive.

Minimum Qualifications:

Broad and general understanding of real-time data acquisition, business/manufacturing/process intelligence objectives, continuous improvement strategies, regulatory compliance management and common software solutions to meet these objectives. At least 3 years verifiable direct or channel software sales and customer retention success as either vendor or vendor partner value added reseller (VAR). Bachelor's degree strongly preferred. Prefer candidate reside in assigned territory. Must be self motivated and able to work effectively in a home office environment. Outstanding verbal and written English communications.

Responsibilities:

- Drive service subscription direct sales
- Direct sales resources development
- Customer support system assessment and inputs
- Web-based presentations and service demonstrations

Required Competencies:

- Standard business productivity software
- Customer relationship management software
- Screencast content and delivery
- Web conference services and tools
- Basic technical understanding of Cloud Computing business and Software-as-a-Service
- Fundamentals of real-time data acquisition, business intelligence, continuous improvement, collaboration, document management and knowledge management.

Personal Attributes:

- Independently motivated team player
- Consistently courteous, credible and collaborative
- Customer-oriented
- Accountable with unquestionable integrity
- Accurate with exceptional attention to detail
- Professional verbal, written and interpersonal skills

About the Company: IzonData Corporation provides affordable, real-time process intelligence service. The company provides competitive compensation and benefits. IzonData Corporation is an equal opportunity employer.