



## Account Executive

Working at our Alpharetta office, we have an opportunity for a highly motivated person to take their professional sales goals to new heights. We are looking for enthusiastic and motivated individuals with strong business acumen and exceptional sales ability to join our sales & marketing team. You will be responsible for the full sales life cycle with our clients.

### RESPONSIBILITIES:

- Leverage your knowledge of business combined with your technical skill to help sell our various cloud-based (NetSuite, Intacct, OpenAir and Adaptive Planning) business applications to mid-market organizations.
- Work with your prospects to better understand their business and needs and develop a solution to solve those issues.
- Develop a strategic plan to sign new clients and reach your sales goals. You should be comfortable with generating your own leads as well as working with our own internally developed leads.
- Work with other team members within our organization and leverage skills and knowledge as part of the solution selling process.

### REQUIREMENTS:

- An understanding of marketing and lead generation combined with experience targeting accounts.
- A working knowledge of accounting principles and practice and an exposure to ERP and Accounting software is helpful.
- Desire to work in a small company setting
- Passionate about software and technology
- Very strong communication and presentation skills. You know how to communicate what matters and ask the right questions to find the right solution for your customers.
- Someone who has been recognized for his/her performance and received additional responsibilities and/or promotions. Confidence in overcoming objections and converting interest into qualified leads
- Must have high energy and enjoy working within a professional team environment
- Experience with use of customer relationship management and marketing applications (NetSuite, Pardot, SalesLoft) is a plus.

At InnoVergent, we know that our company is only as good as our employees. You will get a chance to work closely with an incredibly dedicated group of people who are serious about putting great products and services into the marketplace. We continually search for candidates who share our beliefs and values. Common traits that we admire include:

- Enjoy the start-up atmosphere, and flexible with shifting priorities.
- Think big, and bring new ideas to the table, regardless of your rank or title.
- Overriding ambition and proactive nature, combined with the ability to inspire others.
- Be results driven—always. Must be willing to do what it takes to make each project or task a success.
- Quick learner. Must know when to listen, and when to take charge.
- Obsessive about quality and customer satisfaction.

If you meet the requirements above, then we want to meet you! Interested applicants should send resume to [careers@innovergent.com](mailto:careers@innovergent.com). All applicants must be legally able to work in the US without sponsorship.