



## Sales Account Executive

BackOffice Associates, LLC is a fast-growing provider of software and consulting services for Global Corporations. We perform business critical services associated with Corporate ERP systems. We have developed a proven product-line, process and reputation for uncompromising success. We are looking for energetic, self-directed, committed and goal-oriented individuals with the desire to join a world-class organization.

### Position Summary

The Sales Account Executive is responsible for identifying and qualifying opportunities for new business and driving revenue in all lines of business that include software sales, consulting, training and maintenance. The Sales Account Executive also provides overall management support for all assigned accounts.

### Responsibilities:

Management of sales cycles within existing customer accounts, along with targeted net new accounts with the goal of meeting/exceeding quarterly annual sales targets.  
Presentation development and delivery to all levels of customer management, for each phase of the sales process (including on-site meetings, web-ex meetings etc.).  
Manage sales through forecasting, account resource allocation, account strategy and planning.  
Other duties may be assigned.

### Position Location:

Positions are available in the US, EU and Singapore.

### Qualifications:

- Proven software / services sales experience
- In depth knowledge of ERP
- Ability to communicate value proposition for all solutions and services
- Excellent presentation skills
  - Applicants presentation skills will be evaluated
- Ability to build and maintain Senior Executive-level relationships
- Ability to communicate in English; both verbally and in writing
- Ability to identify and develop strategic alignments with key third party influencers

If you are interested in this or other opportunities at Back Office Associates, please go to [www.boaweb.com](http://www.boaweb.com) and view our Careers section, where you should complete the on line application process. Please specify your location preference.

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