

DESCRIPTION

IAS Sales Executive

Information Access Systems, Inc., a leading integrator in process automation workflows and document management solutions, is looking for an exceptional individual to join our team as a Sales Executive. The position will be based out of our Kansas City, MO location. IAS has a strong customer base in this territory with growing opportunities for new expansion. Sales applicants must be highly knowledgeable in selling complex IT products and services.

Sales Executives will interface at the "C" and IT Executive level gathering, evaluating, and documenting the customer's business requirements to develop a solution which solves their overall business objectives. Responsibilities include in depth understanding of our technology offerings, building high-level relationships throughout each account, understanding the strategic initiatives of the customer, and the ability to build confidence in our customers of how our solution can help solve and meet their business objectives. Team selling approach with channel partners and internal support staff is required.

REQUIREMENTS

Primary Responsibilities:

- 5 years field experience selling enterprise software
- Experience in selling imaging and workflow solutions a Plus
- Experience in selling OnBase or Datacap a Plus
- Experience in Insurance or Healthcare industry
- Established business contacts & relationships
- Excellent customer service, communication and interpersonal skills
- Strong written and oral presentation skills
- Demonstrated track record of exceeding quota
- Ability to aggressively prospect and manage sales pipeline
- Ability to sell remotely (via phone) and face to face
- Ability to work independently or in a team environment
- Ability to multi-task and meet multiple deadlines
- Bachelors degree

Other Requirements:

- Up to 50% travel
- Annual Quota - \$800K to \$1M+
- Verifiable Drivers License

Location: Kansas City, MO

Salary Commensurate with experience.

Please send resume to: HR@iasinc.net