

## **About Information Access Systems, Inc.**

Information Access Systems, Inc. (IAS), headquartered in Orlando, Florida, is a leading provider of Enterprise Content Management solutions. We have a reputation for excellence in providing technology solutions that let customers in Government, Insurance, & Healthcare, capture, store, manage and distribute documents across the enterprise. Information Access Systems provides companies with a complete document management and workflow solution backed by the highest quality technology vendors and is committed to providing quality customer service. For more information about Information Access Systems, please visit [www.iasinc.net](http://www.iasinc.net).

**Location** – Southeast US Region

**Job Title** - Sales Executive

**Vertical Markets** – Government, Insurance, and Healthcare

**Software License or SaaS Model** – Both

**Software** – Content Management Software / Enterprise Application Integration / Business Processes Management / Workflow Services

**Hunter or Farmer** – 50% / 50%

**Travel** – 40%+

**Annual Quota** - \$800K to \$1M+

**Base Salary** - \$55,000 to \$70,000

**Total Compensation** - \$100,000 to \$150,000+

**Benefits** – Competitive Benefits Package (Medical, Simple IRA, Vacation, Travel/Expense Reimbursement)

## **Description –**

IAS, a Hyland Software Platinum & Diamond Support Partner, is looking for a successful Sales Executive to market ECM products and services in the Southeastern US. 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 –**

- 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 in the Southeast
- 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