

New Position Available...

Product Account Executive

Start Date: February 2008

Salary: Base + Commission

Travel: 25%



Position Overview

EnGraph is actively seeking a motivated sales professional to market and proudly sell EnGraph Software products. Since 1999, we have been helping organizations streamline their transportation services. Our product line is targeted towards city and county agencies that provide curb-to-curb transportation service for elderly and handicapped persons in their communities. As the need for these services increases each year, EnGraph wishes to hire a motivated person to help lead our market growth in this industry.

Our Product Account Executive position encompasses all areas of advertising, marketing and sales for our product line. Candidates must have a desire to learn our industry and products, develop associated marketing strategies, generate leads, manage relationships, make technical sales presentations, represent EnGraph at trade shows nationwide, write proposals and then eventually 'make the sale'.

Position Requirements

The ideal candidate will possess sales experience preferably in a technically disciplined field. For candidates who may be early in their career, demonstrated leadership experience in business, education, or social organizations is a plus. Finally, the ideal candidate must have an aptitude for explaining our technology solutions at an executive level to prospective customers. The candidate must demonstrate the ability to listen to each customer and match the customer's needs with EnGraph's products and services, or direct the customer to the best solution.

Business or related degree preferred.

Position Details

Training

- Meet with product managers to learn the EnGraph Software product suite.
- Meet with EnGraph partners to learn about our market and transportation industry.
- Meet with current sales staff to learn current marketing and sales efforts.
- Meet with support team to see our software support chain and processes.
- Visit recommended industry web sites and blogs for more training and information gathering.

Marketing

- Develop market strategies for products including brochures, notifications, web presence, public relations, etc.
- Compile and create content for advertising collateral, web pages, white papers, sales presentations and demos.
- Where appropriate, analyze competitive offerings and industry innovations.
- Become the current product positioning expert.
- Recommend new markets and packaging ideas for the existing product line.

Sales

- Research and qualify our existing leads and relationships.
- Make outbound phone calls to identify new potential relationships.
- Represent EnGraph Software at State, District and National transportation trade shows.
- Respond to RFP's and write proposals for new work.
- Implement and utilize a CRM application for managing relationships.
- Give software demonstrations online and in person.
- Make sales presentations online and in person.

Position Benefits

Individual Health Insurance, Company Retirement Plan, Short-term disability coverage, new laptop and mobile phone

If you are energetic, people-oriented and would find it interesting to work for a small technology company, you'll enjoy working for EnGraph Software. Please submit your resume to Kyle Archer (karcher@engraph.com) or call 913-491-3343 Ext. 120.