Enterprise Account Executive – AI Software Sales for Semiconductor

JOB TITLE:

Enterprise Account Executive – AI Software Sales for Semiconductor

LOCATION:

Anywhere close to a metro airport in the U.S. Our company is headquartered in Madison, Wisconsin. Remote work.

COMPANY DESCRIPTION:

SmartUQ software (SmartUQ.com) features the best-in-class AI, machine learning, and uncertainty quantification technology to revolutionize modern engineering applications including simulation, digital twins, testing, and manufacturing. Setting a new standard in the industry, it surpasses competitors in speed, accuracy, and flexibility. Trusted by numerous Fortune 500 companies worldwide across diverse engineering domains, our software stands as the preferred choice. Backed by a dynamic and dedicated team, we are driven by a shared passion to empower customers in tackling complex challenges beyond the capabilities of conventional tools.

THE OPPORTUNITY:

Specifically, we are looking for a dynamic individual with an engineering background and experience in sales. This position can offer high rewards with much potential to grow our business in Semiconductor. The candidate should be motivated to drive results and close deals for large enterprise opportunities.

The candidate will be responsible for developing and executing an annual sales plan consistent with company strategy, goals, and objectives along with:

- Focus on identifying, pursuing, and building relationships with enterprise customers
- Assume a lead role in identifying, developing, and closing new business opportunities
- Collaborate and develop a strategy with partner's sales team to sell SmartUQ products
- Demonstrate our solutions, both in person and remotely to close deals
- Attend and staff various local and national demand generation events throughout the year
- Adhere to SmartUQ standards and procedures such as adherence to pricing approvals, monthly pipeline reviews, forecasts, and document activities in an SFA/CRM

QUALIFICATIONS:

- Bachelor's or a Masters' degree in engineering
- Minimum 3 years of experience selling simulation or digital twin software to the semiconductor industry
- Strong verbal communications and business acumen skills
- Excellent relationship building skills

- Demonstrated ability to establish and maintain a high level of partner and customer trust and confidence

At SmartUQ, we have created groundbreaking AI technologies that will revolutionize engineering. We are passionate about using our software to create products that will make a difference in our world. We will pay your compensation commensurate with your experience.

If you feel that you would be a good fit for our team, join us today and submit your cover letter and resume to hiring@smartuq.com with "Enterprise Account Executive - Semiconductor" in the subject line of your email.