



Enterprise Account Executive – Software Sales

JOB TITLE:

Account Executive – Software Sales

LOCATION:

Anywhere close to a metro airport in the U.S., except the San Francisco Bay Area. Our company is headquartered in Madison, Wisconsin. Remote work due to the COVID-19.

COMPANY DESCRIPTION:

SmartUQ (SmartUQ.com) develops AI, machine learning, and uncertainty quantification to solve difficult challenges and accelerate innovation in a wide range of engineering fields. Our software is used by many of the largest engineering companies in the world. We have a fun and focused team who are passionate about helping our customers solve challenging problems where no off-the-shelf solutions exist.

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 multiple verticals, including Semiconductor, Electronics, Automotive & Heavy-Equipment and Aerospace & Defense. 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 a SFA/CRM

QUALIFICATIONS:

- Bachelor's or a Masters' degree in engineering
- Minimum 3 years of experience selling simulation or EDA software to the industry
- Experience with the automotive industry is a plus.
- Strong verbal communications and business acumen skills
- Excellent relationship building skills



SMARTUQ®

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

At SmartUQ, we have created new technologies that will revolutionize the analytics market. We are passionate about using our intellectual property 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 hire@smartuq.com with "Account Executive" in the subject line of your email.