



*Innovative Systems, Inc.*

## **Enterprise Software Sales Executive**

**Location:** Corporate Headquarters in Pittsburgh, PA.

**Qualifications:** Prefer a computer/software oriented degree. 5+ years overall experience selling enterprise application software solutions. Prior experience in Financial Services Industry is preferred. Excellent written and verbal communication skills are required as well as experience in negotiations. Must be a U.S. citizen.

**Job Description:** This position will be responsible for generating revenue by executing and maintaining all phases of the sales process. This will include:

1. Conduct customer visits, prospect, follow up on leads, develop new business opportunities and close sales within the U.S.
2. Maintain an activity level that supports a strong pipeline.
3. Communicate to management on activities in the field.
4. Function independently and as a member of the Data Quality Management Business Team.
5. Prospect, follow up on leads, develop new business opportunities and close sales within the U.S. compliance market.
6. Maintain an activity level that supports a strong pipeline.
7. Communicate to management on activities in the field.
8. Consistently generate revenue and attain quarterly sales quota for Innovative Systems Data Quality Business including software licenses, hosted services and consulting engagements.

**Benefits:** Medical/Dental Insurance, 401(k) plan, Life Insurance, STD/LTD, vacation, education assistance.

Innovative Systems complies with Equal Employment Opportunity laws and will not discriminate on the basis of race, color, age, religion, sex, sexual orientation, disability or any non-job related factors.