



## Senior Sales Executive

**Company Profile:** Innovative Systems, Inc. (ISI) develops and delivers enterprise customer information solutions to organizations whose success depends on a complete and accurate understanding of their customers. ISI is committed to continued growth as the leader in data management, data quality, and customer master data management (MDM) to Fortune 1000 organizations worldwide. To achieve that goal, we are looking for talented, energetic individuals who want to provide unique, leading-edge solutions in the context of a professional, action-oriented environment.

**Location:** The position can be based in Chicago or equivalent Midwest metropolitan city.

**Qualifications:** The ideal candidate uses consultative sales skills to diagnose data related enterprise issues, is a change agent leading the client through the decision process, and works well with the team responsible for support the pre and post sales activities.

**Job Description:** This position is responsible for generating revenue by executing and maintaining all phases of the sales process, which include:

1. Developing territory plans, prospecting, conducting customer and prospect visits and web meetings, following up on leads, developing new business opportunities and closing sales within a specific territory or market
2. Maintaining an activity level that supports a strong pipeline
3. Communicating to management on activities in the field
4. Functioning independently and as a member of the Data Management Business Team
5. Consistently generating revenue and attaining quarterly sales quota, including software licenses, hosted services and consulting engagements

**If you have a successful track record in enterprise software sales in the data management** and want to be part of a great team, please send your resume and your desired position to [careers@innovativesystems.com](mailto:careers@innovativesystems.com).

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

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.