Contact: William E. Stillman, wstillman@GAINSystems.com
www.GAINSystems.com

POSITION: Sr. Business Development Executive

LOCATION: Chicago Based – Midwest Territory (IL-East, MI, OH, IN, KY, TN)

GAINSystems is a recognized leader in providing Supply Chain Planning and Inventory Optimization software solutions. Over 40+ years in business we have acquired a strong reference base (95%+ customer retention), strong positioning from the major analyst firms (e.g., Gartner, Nucleus Research) and poised for even greater growth after a record 2015.

Target verticals include: distribution, diverse manufacturing sectors, aerospace & defense, MRO, and others. Role is selling into a NET NEW customer base. Ability to sell an enterprise suite of solutions in the Inventory Optimization, Supply Chain Planning, and SI&OP sectors is key. SaaS/Cloud & On-Premise deployment options are supported. Great Opportunity! Competitive base salary, no caps, and aggressive multipliers.

Success in this role requires performing the necessary tasks to build a sales pipeline in your territory and coordinate/execute approaches for lead generation. Once engaged in sales pursuits, you will execute a proven sales methodology in conjunction with GAINSystems technical counterparts and subject matter experts in consulting and support to demonstrate the unique value our solution delivers to clients. You will work directly with the VP Sales on other sales initiatives as directed.

Job Description:

- Responsible for delivery of software license revenue in the assigned territory to achieve or exceed the license revenue quota
- Responsible for prospecting in the assigned territory to achieve a qualified pipeline of 5X the annual revenue quota
- Work with our solutions team in order to assess and guarantee excellence in delivery, from the proposal and initial engagements.
- Interact with pre-sales department on any support needed to close deals.
- Develop and maintain target account lists, sales forecasts, pipeline health and opportunity progression.
- Great opportunity for personal economical gain in a market that is still to be significantly explored and exploited in a company with high name recognition and strong reputation.

Required Skills:

- Demonstrated success in achieving quota in enterprise class software
- Ability to establish and manage executive level customer and prospect relationships
- Prospecting for opportunities via outcall, trade show and industry conferences and other means
- Ability to handle multiple complex sales cycles simultaneously
- Ability to work effectively in a matrix-management environment with extended team members
- Familiarity with use of CRM and other reporting systems
- Ability to establish and manage executive level customer relationships
- Strong written, presentation and customer relationship skills

- Knowledge of Manufacturing & Distribution ERP systems a plus
- Previous experience selling statistical based Software a plus

EDUCATION & EXPERIENCE:

- At least 10 years' experience in software license sales in supply chain related fields
- Minimum of 4 years successful experience as a direct contributor carrying an individual quota, Hunter Sales Rep preferred
- Enterprise software sales experience in the Supply Chain and Inventory Optimization sector a plus
- Knowledge of supply chain market
- Highly motivated and goal oriented person who is creative, reliable and works well under pressure
- University Degree: 4 year BS or BA minimum