



Account Executive

Job Description:

Ashcom Technologies Inc. is a world-class developer of business system software, related mobile and web technology solutions serving a variety of industries. Ashcom is currently seeking a Account Executive to join our growing, fast-paced company. Responsibilities of this position include, but are not limited to prospecting, nurturing and closing new sales business by locating, developing, defining, negotiating, and closing business leads.

What You Have:

- The ability to clearly articulate and communicate with others
- The ability to actively listen and participate in training and meetings
- Excellent verbal, written, interpersonal and customer service skills
- The ability to identify and execute a closing opportunity
- The ability to educate potential customers about our business solutions
- Highly motivated attitude
- The ability to prospect and research companies
- Familiarity with industrial/manufacturing processes, IIoT, Industry 4.0, and/or prior solution selling and software sales experience is a big plus.
- Strong attention to detail

You Will Be Responsible For:

- Responding to new sales leads as they are assigned
- Identifying new sales opportunities by researching industry and related events, publications, and announcements.
- Locating and/or proposing potential business deals by contacting potential partners; discovering and exploring
- Provide weekly reports to the Director of Business Development
- Comfortable with conducting prospect/customer conversations in multiple formats such as (but not limited to): phone, web-conferencing, instant message tools, social media, or in-person
- Providing a consultative selling approach, with a clear understanding of the prospects/customers needs, and structure a solution in align with Ashcom's product offerings.
- Representing Ashcom and yourself in a professional manner, in person as well as online.
- Utilizing company provided hardware and software products, such as
 - MS Office products (Teams, Outlook, PowerPoint, Excel, Word, OneNote)
 - Zoom / WebEx (or similar web conferencing tools)
 - Dynamix CRM
 - Internet connected devices and tablets
 - Laptop/Desktop computers

- Open to travel for business purposes
- Actively gaining role knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; and participating in professional organizations.
- Fostering and maintaining relationships with potential clients.
- Consistently meeting sales goals.
- Mediating between client and internal departments to accomplish sales goals.
- Organizing notes for a multitude of clients/potential clients
- Other duties as assigned.

You will thrive if you:

- Have experience in a B2B sales role
- Working knowledge of the maintenance industry and Computer Maintenance Management Systems
- Have past experience with CRMs

What We Offer:

- Full Benefits - Medical, Dental, Prescription
- 401k with company matching
- A collaborative team culture
- Consistent/set work hours
- Challenging non-redundant daily duties
- A voice in how things get done

Why you should apply:

- You are presented with the opportunity to be a part of something that you can be proud of and take ownership of.
- You will be part of an organization that has been in business for over 30 years and is incredibly passionate about serving customers.
- You want to be part of an organization that is focused on growth.

*Please email cover letter and resume to hr@ashcomtech.com.