



## Account Executive

### Job Description

Ashcom Technologies Inc. is a premier developer of business system software and related mobile and Web technology solutions servicing a variety of industries. Ashcom is currently seeking an Account Executive to join our growing, fast-paced company.

Responsibilities include, but are not limited to, prospecting, nurturing and closing new sales business by locating, developing, defining, negotiating, and closing business leads.

### Qualifications

- Clear and articulate communication skills
- Excellent verbal, written, interpersonal and customer service skills
- An ability to identify and execute a closing opportunity
- An ability to educate potential customers about our business solutions
- A highly motivated attitude
- The ability to prospect and research companies
- Familiarity with industrial and manufacturing processes, IIoT, Industry 4.0 and software solutions
- Strong attention to detail

### Duties

- Responding to new sales leads as they are assigned
- Identifying new sales opportunities by researching industry and related events, publications, and announcements
- Locating and 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 phone, video conferencing, instant message tools, social media, or in person
- Providing a consultative selling approach with a clear understanding of the prospect's or customer's needs.
- Representing Ashcom and yourself in a professional manner, in person and online.
- Traveling for business purposes
- Actively gaining role knowledge by participating in educational opportunities such as: 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
- Utilizing company provided hardware and software products such as:
  - Microsoft Office products (Teams, Outlook, PowerPoint, Excel, Word, OneNote)
  - Zoom / WebEx (or similar web conferencing tools)
  - Microsoft CRM
  - Desktop, Laptop PCs, and tablets
- Other duties as assigned

### What We Offer

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