



Going Paperless Has Never Been Easier!

Software Sales – ECM Account Executive – Mansfield, MA

About IntelliChief

Established in 2005 and partnered with major ERP software vendors, IntelliChief is an industry-leading provider of Electronic Content Management (ECM) software solutions for automating accounts payable processing, sales order processing and other mission critical business processes requiring compliance. Noted for our robust and superior software, highly trained professional service engineers and world class customer support, we deliver ECM solutions and are well regarded for superior quality and excellence. We are a socially conscious employer, dedicated to being good corporate citizens, and attribute the company's success and growth to the technical expertise, loyalty and dedication of our employees. We are growing again, seeking experienced and enthusiastic team members in our **Boston/Mansfield** office to help us reach the next level of growth. We offer a diverse and open working environment, fostering a creative and dynamic company culture where highly motivated and intelligent team members can excel.

About the Job

- Work with C-level executives to present and demonstrate the value proposition of our enterprise-class Document Management, Capture and Workflow software solutions that, when installed by our team of implementation professionals, allow large enterprises to go paperless in all their internal business process including purchase-to-pay and order-to cash.
- Perform day-to-day tasks in business development, including following up on new leads and working with partners utilizing proven solution selling techniques.
- At all times, maintain a robust pipeline calling on highly targeted B2B opportunities through reference selling and following up on leads generated through our targeted marketing efforts
- Travel to customers, prospects, national trade shows and regional sales events (about 50%) to hunt for new business and account growth opportunities.
- Schedule appointments, demonstrate products, prepare written proposals/quotes, evaluate and respond to RFPs, handle objections, comply with CRM requirements, accurately forecast deal closings and perform a variety of follow-up activities as necessary.

About You

- You must have a proven track record of 4+ years of above quota performance in sales, preferably in value-add software or high technology to be considered for this position
- You must have relevant experience in ECM, Document Management, Capture, ERP implementation or have been in an Accounting/Finance role to be considered
- You must be driven, possess superior sales skills and thoroughly understand business processes in large enterprises. Not an order taker's job, this position is for the highly skilled and experienced sales professional who is a hunter, has a passion for sales and understands what it takes to create a sense of urgency while articulating the value proposition of our offerings.
- You must be a self-starter, strong communicator with C-Level executives, highly organized and driven to succeed, thriving on the thrill of winning, ready to champion our solutions to the benefit of our customers while skyrocketing your career
- Minimum of a Bachelor's Degree required, preferably in a technical or discipline

About the Compensation and Benefits

- We offer a competitive base salary and lucrative commission plan.
- We also offer a very generous benefits package includes health, dental, vision, short and long-term disability, paid time off, volunteer day, and matching 401(k)

This position is not eligible for relocation assistance.

The Next Step

If you want to make a difference and be part of a growing technology company providing software solutions to some of the country's largest and savviest companies, we welcome you to please email your resume along with a short letter describing why you would like to join the IntelliChief team to recruit@intellichief.com or apply via LinkedIn with your resume.



IntelliChief

Paperless Process Management

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It is IntelliChief's policy to provide equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state or local law.