Position: Senior Sales Executive

COMPANY BACKGROUND

Our unique semantic platform, xPatterns™, facilitates the intelligent discovery of knowledge from large disparate sources of dynamically changing, structured, and unstructured data. Third party applications can easily be deployed on xPatterns through web-services to immediately enrich data insight through the self-discovery of patterns and concepts in real-time. xPatterns enables a trust model the enterprise may extend to their users, providing each user the ability to privately manage their data, and automatically leverage offline information to provide unprecedented experiences and benefits. xPatterns is enabling telecommunication providers, healthcare providers, government organizations and retailers to leverage new insights in real-time, derived from data that has been traditionally difficult to link and expensive to maintain. xPatterns software can be delivered as Software-as-a-Service or Appliance-based. For more information, visit: www.atigeo.com.

REPORTING RELATIONSHIP

The Senior Sales Executive will report to the VP of Sales.

POSITION SUMMARY

Atigeo is looking to add a seasoned, highly motivated Senior Sales Executive to plan and coordinate large scale sales and marketing opportunities for the company. This position will focus heavily on creating the most efficient and profitable new revenue and sales opportunities. The Senior Sales Executive will identify target growth opportunities, glean insight from market analysis, forge alliances with key partners and close deals. This position offers unlimited growth opportunity.

SPECIFIC DUTIES AND RESPONSIBILITIES:

- Pursue, generate and close large new business deals
- Use market knowledge to participate in defining product roadmap
- Research and identify sales targets/opportunities and evaluate marketing strategies to effectively penetrate and expand key accounts
- Participation in relevant conferences as determined by management
- Forecast accurately
- Know the xPatterns Platform
- Evaluate account needs; develop and implement a marketing and sales strategy to drive business growth, especially large scale corporate sales
- Maintain the highest levels of professionalism, customer service and responsiveness for all internal and external communications
- Monitoring and communicating updates on assigned industry verticals

QUALIFICATIONS

- Experience selling search and text analytics a must
- Experience with a variety of semantic search platforms highly desired
- Experience building a business/new territory highly desired
- Understanding of information technology, CRM, ERP, business intelligence, ETL or entity extraction a plus
- Knowledge of and contacts within key sectors a plus
- Experience selling to Fortune 1000 companies in the following categories: Business Intelligence Customer Relationship Management Enterprise Search Content Management/Knowledge Management

- Experience working in a dynamic, entrepreneurial environment
- Experience selling to the following industries: Telecommunications, Pharma, Government

PERSONAL CHARACTERISTICS

- Excellent verbal and written communication skills
- High integrity and a stellar work ethic
- Thrives in a fast-paced, collaborative start-up environment

EDUCATION

Bachelor's Degree

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