

Enterprise Account Executive – North America – August 2022

Overview:

It's not every day you have the opportunity to make the world a safer place, while holding a lucrative career that allows you the freedom to manage your own schedule. That is exactly what we offer at VisionTrack!

We are looking for seasoned Enterprise Account Executives to consultatively sell into assigned accounts and territories throughout North America while providing an exceptional sales experience to our prospects.

VisionTrack is a global leader in connected video telematics. We develop advanced computer-vision models to prevent risks, improve driver behavior and reduce insurance claims. We are obsessed with developing solutions which reduce the frequency and severity of incidents and ultimately save lives. Apply today and find out how good it feels to make a positive difference!

Responsibilities:

- Sell VisionTrack solutions by building strong relationships with clients while focusing on drawing parallels between their business needs and our product offerings
- Serve as the primary point of contact throughout sales cycle while coordinating sales strategy with cross-functional teams (Pre-Sales, Operations, Professional Services, etc.)
- Identify new business opportunities by cold calling leads, attending trade shows and leveraging existing networks
- Manage sales pipeline, opportunity progress and forecast monthly sales in Odoo CRM
- Develop and deliver opportunity specific, customer facing presentations
- Perform thoughtful and efficient discovery to bring prospect's problem statement to light, while understanding where VisionTrack can provide value
- Ability to translate product features into value drivers
- Report to leadership team weekly and monthly regarding pipeline and performance
- Develop and maintain technical and business knowledge of industry directions and trends
- Other sales related duties as assigned by leadership team

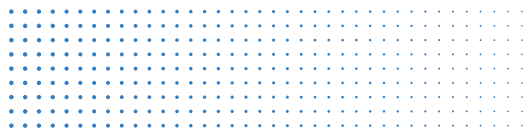
t 1-888-969-6203

e info.us@visiontrack.com

w www.visiontrack.com/us

s support.visiontrack.com





Requirements:

- Bachelor's degree or equivalent experience
- Hunter mentality with strong negotiation skills
- Previous telematics/video telematics experience preferred
- Minimum of 5 years of successfully selling B2B SaaS solutions to C-level executives from a consultative approach
- Results driven sales professional with the ability to build relationships and leverage partners to meet quotas and goals
- Ability to identify and solve problems in complex situations while leveraging a strategic sales approach to convert prospects into customers
- Strong customer facing communication, collaboration and interpersonal skills
- Ability to articulate technical and business context in formal presentations while painting the “big picture” of our value propositions
- Self-starter who is flexible and comfortable working in a high-paced environment
- A team player with a can-do attitude and the ability to think outside the box
- Experience with Microsoft Office suite of products
- Up to 50% travel may be required

If you are interested in applying for the vacancy, please send in your application to matthewison@visiontrack.com

t 1-888-969-6203

e info.us@visiontrack.com

w www.visiontrack.com/us

s support.visiontrack.com

