

NetSuite Sales Executive

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Company: FORVIS

Location: United States

Category: other-general

Requisition Number2229806**Description & Requirements**

Location: Location: This position can be filled in any of our FORVIS office locations or can be a fully remote work opportunity.

Ready to Accelerate Your Career? Join our rapidly expanding advisory team!

Our Advisory practice brings our firm footprint, clients, industry expertise, and innovative solutions together to help mid-market companies exceed their strategic objectives and needs. We offer our clients a broad business perspective on their technology investments. By asking questions and listening to their goals, we help identify and implement the right solutions for their business needs. We know our client's goal isn't just centralizing their data, automating operational processes, and streamlining complex reporting, it's enhancing overall performance so they can compete in today's complex marketplace.

Who Makes a Highly Successful Advisor?

We are looking for team members to join our global, inclusive community of passionate technology service advisors. These diverse professionals should be highly skilled, entrepreneurial, and future-focused; they are self-starters with curiosity and a passion for continuous learning. They possess a strong growth mindset that propels themselves and

others forward, driving innovation through delivery, and helping clients succeed beyond their expectations.

Your New Career Challenge

Daily, you will have the opportunity to learn and work alongside a broad mix of highly talented subject matter leaders and team members both at FORVIS and at our clients. You will have an incredible opportunity to drive the growth of a new service offering within Business Technology Solutions.

FORVIS is seeking professionals for an incredible opportunity to drive the growth of a new service offering within Business Technology Solutions. Our Sales Executive assists in sales planning but ultimately is responsible for hunting and closing NetSuite opportunities across our markets.

How you will contribute:

Help build our NetSuite and management consulting service offering.

Hunt for new business through firm, region, and practice-level marketing, networking, and sales efforts.

Actively maintain all information in the company's CRM system to provide visibility to sales management and team leadership

Strategize within a territory, identify key accounts and build relationships with clients and partners

Generate general lead strategy, including building and co-selling relationships with the NetSuite sellers

We are looking for people who have Forward Vision and:

Ability to thrive in a fast-paced environment

Ability to be detail-oriented, with strong multitasking and organizational skills

A positive and optimistic attitude

Demonstrated success in developing new business sales goals/quota

Excellent hunting skills

Verbal and written communication skills

Minimum Qualifications:

Bachelor's degree in technology, Marketing, Business Administration, or a related field

5 years or more of related experience

Proficiency with Microsoft Office including PowerPoint and Word

Experience selling services to Midmarket companies

Maintain specific product certifications as requested

Preferred Qualifications:

MBA or comparable experience

NetSuite channel experience

Demonstrated experience finding and closing opportunities

Software publisher engagement experience

#LI-IND, #LI-KCMO, #LI-DFW,

#LI-AQ1

Colorado's Equal Pay for Equal Work Act (SB 19-085)

Pursuant to Colorado's Equal Pay for Equal Work Act, the salary range displayed is for the Colorado market. The salary for this role will be based on the experience, education, and skill set of the individual for the position. Total compensation and benefits consist of salary, group health plan benefits, 401(K), profit-sharing contributions, flexible time off, and parental leave. FORVIS reserves the right to make changes to the salary range based on business needs.

Colorado Salary Range:

CO Minimum Salary (USD)

\$ 80,000

CO Maximum Salary (USD)

\$ 140,000

New York City Pay Transparency

Pursuant to the pay transparency laws of New York State and other local ordinances within the state including (but not limited to) New York City, the salary range displayed is for the New York markets. The salary for this role will be based on the experience, education, and skill set of the individual for the position. Total compensation and benefits consist of salary, group health plan benefits, 401(K), profit-sharing contributions, flexible time off, and parental leave. FORVIS reserves the right to make changes to the salary range based on business needs.

New York Salary Range:

NY Minimum Salary (USD)

\$ 92,100

NY Maximum Salary (USD)

\$ 192,000

California Pay Transparency

Pursuant to the pay transparency laws of California, the salary range displayed is for the California market. The salary for this role will be based on the experience, education, and skill set of the individual for the position. Total compensation and benefits consist of salary, group health plan benefits, 401(K), profit-sharing contributions, flexible time off, and parental leave. FORVIS reserves the right to make changes to the salary range based on business needs.

California Salary Range:

CA Minimum Salary (USD)

\$ 92,100

CA Maximum Salary (USD)

\$ 196,000

Close Date 04/30/2024

At FORVIS, your career is designed with a purpose. We want our team members to thrive professionally and feel the impact their work yields when serving clients, industries, and local communities. This starts by empowering team members to design a career journey that leverages their skills and fuels their passions.

Creating a best-in-class employee experience is at the heart of our vision for the future.

With a global presence and diversified service offerings, we provide our FORVIS team members with an abundance of career paths to choose from. We pride ourselves on building an inclusive culture where the backgrounds and talents of all our people are valued. We view our people as our most important asset and invest in them by providing competitive total rewards,

professional development, and rewarding career opportunities.

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Cross References and Citations:

1. [NetSuite Sales Executive Teacherjobs Jobs United States Teacherjobs ↗](#)
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