

United States Jobs Expertini®

Sales Executive

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Company: IVM, Inc.

Location: Indianapolis

Category: other-general

IVM is a technology company that is transforming workplaces one supply at a time. Our smart vending solutions offer instant access to essential tools 24/7. The result: empowered employees and a more efficient enterprise.

Our systems are in operation in all 50 states and 44 countries. We are a 30-year-old company that is experiencing tremendous growth and one of the best-kept secrets in Indianapolis.

The candidate for this position will possess strong verbal and written communication skills, an ability to articulate through discovery how IVM's solutions can benefit prospective clients small and large, as well as a closing gene when an opportunity is nearing fruition.

Responsibilities

Meet and exceed sales targets

Successfully create business from new and/or existing customer accounts

Manage complex negotiations with senior-level executives

Build rapport and establish long term relationships with customers

Qualifications

2-5 years' sales experience preferred, but not necessary

Experience and working knowledge of CRM systems

Demonstrable track record of over-achieving quota

Strong written and verbal communication skills

Incentives

Competitive salary commensurate with experience

Commission model inclusion

Hybrid work schedule available with 3 days in the office / 2 days remote after 90 days.

Generous insurance stipend

401(k) matching

Relaxed work environment

Small company – huge clients

A stable company experiencing rapid growth, and annual profit and remains 100% debt-free

Job type Full-time

Reports To: Director of Sales

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