**Solution Sales Executive – (Job Description)**

AiRISTA’s Location Services Solutions are the heart of some of the world's largest RTLS deployments representing hundreds of thousands of end points per customer in demanding environments like the California Department of State Hospitals, the US Defense Health Service, and Fortune 500 companies. AiRISTA was recognized as a LEADER in Gartner’s Magic Quadrant for Indoor Location Services, 2022

**POSITION OVERVIEW:** We are searching for a driven, high impact Sales Executive to take action in assisting AiRISTA’s growth. The AiRISTA Sales Executive will focus on targeting new business, follow up on Leads and grow relationships with existing customers. S/he engages and collaborates internally with Business Development, Account Managers, Executives, and other team members to identify and close qualified opportunities. Reporting to the VP of Sales, the Sales Executive is responsible and accountable for achieving quarterly and annual sales quotas in the assigned product lines/verticals/geographic territories.

To be successful in this position, you must have a high degree of initiative to identify and close new and existing customer business. Must be able to understand AiRISTA’s solutions and appropriate fits within prospects. Have a thirst for learning new technologies and expanding the AiRISTA brand. Having a technical background is a plus!

**JOB RESPONSIBILITIES**:

* Research, Identify, and Close new business focused on AiRISTA’s Cloud based suite of subscriptions in targeted industries.
* Pipeline development no less than 10x of quarterly quota.
* Attains assigned targets for profitable sales growth in assigned territory / segment.
* In coordination with the VP of Marketing and Sales, Lead demand-generating marketing activities in the assigned market. Collaborate on Planning and Strategy to maximize Leads and follow up from All marketing campaigns, trade shows and other events.
* Establish productive, professional relationships with Decision Makers in assigned customer accounts. Conduct monthly touch-base calls with assigned customers/prospects to ensure customer satisfaction and identify possible organic growth.
* Coordinate the customer involvement of other company personnel when needed, including support resources, team members, and management.
* Participate in all required sales meetings, documentation, and reporting requirements.

**ACCOUNTABILITIES AND PERFORMANCE MEASURES**:

* Exceeds assigned solution sales quarterly and annual quotas.
* Adhere to company policies and processes.
* Achieves growth targets in the assigned geography or account base.
* Accurate forecasting of opportunities for Revenue and Product
* Maintains high customer satisfaction ratings that meet company standards.
* Completes required training and development objectives within the assigned time frame.
* High attention to detail. Be personally accountable for your customers, quotas, and company.
* Ability to work independently and qualify potential sales opportunities.

**ORGANIZATIONAL ALIGNMENT**:

* Enlists the support of specialists, implementation resources, service resources, and other sales and management resources as needed.
* Aligns with Customer Service Representatives to ensure customer satisfaction and problem resolution.
* This position may be assigned to support a geography or one or more named market segments.
* This is a Remote Position
* Travel to Customer Sites as required (Estimated 50-75%)

**QUALIFICATIONS:**

* Four-year college degree in Business or 5 years of equivalent experience selling solutions.
* Demonstrated ability to create relationships with senior management and C-suite
* Formal Sales Training is required.
* Minimum five years of recent solution sales experience in a business-to-business, large/strategic customer segment; or a record of achievement in the Account Manager position.
* Cloud Solution Selling (IoT, Wireless Networks, Location Tracking is a plus!)
* Established list of new target accounts to hit the ground running once on board. Excellent at listening to customers/prospects, identifying needs and formulating a matching solution(s) to address their needs.
* Understanding of Wireless Technologies / IoT a plus
* Proficiency in Microsoft Office products (Especially Teams and phone usage)
* Familiarity with Odoo is a plus.
* ZoomInfo Certifications a plus

Please send Cover Letter and Resume to[**careers@airista.com**](mailto:careers@airista.com)

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**This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.**

**All Candidates are subject to Background Check and Drug Screen.**