

Job Title: Account Executive

Job Location: Bingham Farms, MI

Solution Markets: Manufacturing, Supply Chain Automation, Software Engineering

Vertical Markets: Automotive, Heavy Duty Truck, Manufacturing, Distribution

Target Market: OEM, Tier I, Tier II

Description: Pyramid Solutions specializes in the development of systems and technologies that enable the supply chain while enhancing and optimizing the manufacturing operation. We are an established company with a 20 year history of providing high value business solutions across North America.

We are looking for a sales professional to help drive sales in new accounts for our Manufacturing Solutions Group. The successful candidate must be a proven self-starter with a high level of self-sufficiency and the ability to build relationships with decision-makers within the corporate organization.

Sales Type: Hunter – independent and inspired by results

Compensation: Salary commensurate with experience and uncapped commissions

Travel: 60% travel is expected

Responsibilities:

- Develop and execute sales plan to meet and exceed sales objectives
- Target, qualify, position and assist in closing direct sales opportunities
- Open up new accounts and expand relationships within established accounts
- Capitalize on leads generated through marketing activities and networking with clients

Qualifications:

- A minimum of 5+ years experience selling technology solutions & services
- A proven track record of consistent quota attainment or over-achievement
- Ability to identify customer needs and effectively develop and present solutions
- Experience selling technology solutions (Automation and MES preferred)
- Ability to build relationships with key business and manufacturing executives
- Excellent communication and presentation skills
- Strong work ethic and a drive to succeed

Reply: Qualified candidates should submit a resume in confidence to jstaub@pyramidsolutions.com. No agencies please.