

JOB TITLE: ACCOUNT EXECUTIVE – SALES

REPORTS TO: SENIOR DIRECTOR – US

LOCATION: US

GENERAL SUMMARY

The Aris Global Account Executive is responsible for the direct sales of Aris Global's software products and services in the Life Science- Pharmaceutical market space. The ideal candidate will have an established track record selling software products and services in Pharmaceutical, Biotechnology, Medical Device companies ideally with big wins at companies such as (Celegen, Boston Scientific, Biogen, Seimens Medical, Pfizer, Ge Healthcare, Novartis). The Account Executive is responsible for identifying cross sell and up sell opportunities on all three domains (Clinical Research, Safety, Regulatory), developing new and managing existing clients, closing deals, managing the sales cycle, negotiating contracts, communicating across various business functions and levels, including C-level executives and technology departments. .

ESSENTIAL DUTIES AND RESPONSIBILITIES

The Account Executive is a specialist role that requires self-motivation, the ability to communicate at all levels and a good understanding of the software service solutions

- Working closely with management to develop and implement sales strategy
- Securing existing and increasing new business
- Developing new and managing existing client relationships
- Identifying and following up sales opportunities
- Prospecting; making and following up sales calls
- Liaising with Professional Services regarding implementation estimates
- Preparing and making presentations
- Preparing and submitting proposals
- Following up proposals and closing business deals
- Developing and maintaining a sales pipeline in order to meet objectives
- Managing any leads through internet, email or phone within defined territory
- Representing the Company at Trade Shows/exhibitions
- Updating and management of sales contact tracking system
- Any other duty that may reasonably be allocated by the Director of Sales
- Must be self-motivated, professional, confident, flexible, and results-driven.
- Able to travel extensively Must be Proactive and energetic approach, flexible

REQUIREMENTS: EDUCATION/EXPERIENCE

- Bachelor's degree in Computer Science or health care or life sciences.

- 5+ years software sales experience.
- Previous experience selling Aris Global or competitive products is a plus.
- Proven ability to close deals
- consistent track record achieving and exceeding sales goals
- contract negotiation experience a must.
- Must be proficient and effective cold-calling.
- Must have strong presentation skills and the ability to give presentations.
- Knowledge of the Life Sciences Industry a plus

SKILLS

Industry awareness (Life Science - pharmaceutical software). Solution Selling Methodology required. Proven excellent interpersonal and communication skills. Effective time management & multi-tasking skills. Ability to analyze and relate customer issues/requirements to Aris Global solutions. Ability to work both independently and cohesively in a team environment. Excellent communication skills both written and verbal required.

WORKING CONDITIONS

Normal office environment. Ability to work under stress and tight deadlines. Ability to travel 50-75% of the time as needed.

HOURS

Standard Hours 40 hours per week, one hour lunch, Monday – Friday. Additional hours as needed.

Aris Global is an Equal Opportunity Employer/ Committed to Diversity

VERSION/APPROVALS

Date Created:	March 4, 2009
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Version	Date	Sections Affected/Reason
1.0	March 4, 2009	

Approvals:			
Approved by Division Head:		Date:	
Approved by VP HR:		Date:	