



Process Intelligence for Manufacturing.

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Position:

New Business Sales Executive
Reports to: VP of Sales

Job Description:

The New Business Sales Executive (NBSE) is responsible for driving Aegis' new business growth in selected accounts and territories in North America. The position will proactively seek out, identify, qualify, develop and close new opportunities in Aegis primary target markets of pharmaceutical and biotech within the life science market including (but with less emphasis on) medical device companies. The successful candidate will be a "hunter" of new prospects rather than a "farmer" of existing accounts. He or she will be able to function independently but will also be able to leverage resources such as marketing, inside sales, application engineers, professional services, customer operations and senior management when appropriate. This position reports to the vice president of sales.

Responsibilities:

- Proactively identify new prospects for Aegis software offering and position Aegis for maximum alignment between Aegis software capabilities and the prospect's internal initiatives.
- Rapidly qualify and prioritize new prospects based on this alignment, budget, access to power and buying urgency.
- Develop a well balanced, growing pipeline of opportunities from this initial qualification.
- Together with other Aegis staff, attend assigned industry conferences – typically with an Aegis speaker / presenter and participate in a range of pre-selected one-of-one meetings with prospects – in order to further qualify and develop the sales pipeline.
- Advance opportunities using an appropriate application of phone, webex and in-person meetings drawing in appropriate resources from application engineer specialists, professional services and senior management as needed. The New Business Sales Executive position should plan on approximately 40-60% time on the road including conferences.
- Using consultative selling techniques and an alignment of customer business pains with Aegis use cases develop a compelling value proposition as part of a business case.
- Together with the prospective customer plan a path to closure negotiating access to power, a mutually agreed evaluation path and success criteria, references as needed.
- With support from customer operations, professional services and senior management develop and position an appropriate commercial proposal and commercial agreements.
- Execute a path to closure, close and work with Customer Operations over the course of the first implementation to transfer to support.
- Participate in internal sales meetings and progress updates as needed.
- Maintain documentation and materials in support of the above objectives, primarily through SalesForce.com.

Requirements:

- Proven "hunter" new business sales skills for pro-actively identifying, prospecting, developing and closing net new opportunities.
- Independent software vendor (ISV) sales experience essential



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- Technical/Domain competence in the process development or manufacturing life sciences industry highly desirable
- Motivated, goal oriented, persistent and a skilled negotiator
- High level of initiative and ability to work well in a team environment
- Excellent written and oral communication skills
- Handles stressful situations and deadline pressures well
- Plans and carries out responsibilities with minimal direction

Experience:

3-7 years of work experience using the skills above

Education:

Bachelors Degree or equivalent in business, marketing or sales, science or engineering