

Sales – Account Executive

Are you a seasoned sales professional with experience generating business and closing deals on the phone and in person?

Are you ready to combine your sales expertise with your ambition and creativity to help build out and scale specific sales channels at an early stage high growth company?

Are you driven by a desire to win and are you willing to do the little things and push those around you to excel so we all win together?

Do you want to be an integral part of an early sales team that is going to scale our software-as-a-service business to new heights in 2018?

If this sounds like you, we've got your perfect job.

Role Overview and Responsibilities

This is not your typical sales role at a typical company. Don't get us wrong, you will be closing deals left and right to line your pockets and grow the business, but you will contribute beyond just numbers.

As an early hire at an innovative technology company with an industry changing product you will help chart the course forward. Your sales calls will be legendary for those that follow in your footsteps and your closing skills combined with out of the box thinking will keep the marketing team busy feeding you new leads.

And you won't just be closing deals, you will be building partnerships helping folks see how our solution can transform the way they do business. You will work mainly with two types of customers in transforming their business:

- Independent Software Vendors: modernize their legacy app and business into a SaaS enterprise
- Managed Service Providers: empower their move to the cloud and a subscription business

Essential day-to-day activities include:

- Managing a pipeline of inbound sales qualified leads while also proactively identifying and warming up colder leads
- Teaming up with a sales development representative to help you identify potential targets and help develop their sales skills
- Work closely with the marketing and operations teams to identify new content, messaging, potential channels and sales enablement tools
- Help refine and develop existing sales processes that can be repeated for future sales hires

You will play a vital role in growing our revenue and building systems and processes to exponentially scale based on your example.

Why Should You Work With Us?

We're Conexlink, the creator of the SaaS platform, MyCloudIT (www.mycloudit.com). And we've simplified the way anyone can access applications and desktops, remotely, from any device or operating system, with a simple internet connection.

This video describes our process pretty well (<https://www.youtube.com/watch?v=Kiumq7tjlpY>). And you can see some press about us here (<http://virtual-strategy.com/2016/06/10/interview-james-riley-ceo-mycloudit/>), and here (<https://www.dallasinnovates.com/mycloudit-changes-paradigm-computing/>)

You can see some of the impact we've had on our customers in this video case-study (<https://www.youtube.com/watch?v=sQb9CeAWk7c>), and this case-study here (<http://mycloudit.com/wp-content/uploads/2017/01/Case-Study-ERISA-Partner-ARA.pdf>).

Why our Mission Matters?

Our company started because we were frustrated by the cost and complexity of setting up our internal IT network. We realized we could automate the entire process in the cloud saving tons of money and providing flexibility for a mobile workforce. We solved the problem for ourselves and then realized how many other IT professionals share in that pain and how leveraging the cloud was the future of IT (no more servers!).

We on-boarded our first customer in Australia within a few days of putting up a Google AdWords campaign, and within in a few hours had their entire IT network built in the cloud. We've gone on to help over 100 customers globally, and are happy to say our first customer is still with us.

We believe the future of IT is in the cloud, the future of the workforce is mobile, and our company accelerates and simplifies getting everyone there.

Real Employee Testimonials

"No matter what your ranking, position, or tenure – everyone has a voice."

"Innovation is really at the heart of the company, you're not just putting in your 9-5, you're creating things that haven't ever been done before!"

"Diversity is at the very core of our culture – one where every employee can offer unique ideas and perspective to help solve problems and drive innovation."

"We have built a great team where we help and take care of each other, we are more like friends and family now."

"Company politics doesn't exist here."

You in? Awesome! Here are the details:

Location:

- Dallas, TX. Local or willing to relocate.

Type of Employment:

- Full-time only

What we are looking for:

We are an early-stage company poised for break-out growth over the next 6-24 months and are looking for a talented sales professional driven by a desire to win, and is willing to roll up their sleeves to play a significant part in building something great. As one of the early sales hires, we are looking for an intellectually curious, self-starter with passion and strong bias towards action. Someone that is flexible and excited by an entrepreneurial, fast-moving environment.

Your Skills:

The ideal candidate has 3-5 years of sales experience generating and closing new business in SMB and Enterprise markets, preferably selling an IT-focused SaaS product.

Required:

- Proven track record of sales success in a highly competitive environment
- Outstanding communicator with a demonstrated strength in writing
- Strong analytical and organization skills with attention to detail and experience managing a pipeline and tracking sales activities in a CRM
- Creative thinker, innovative and resourceful in both your ideas and methods
- Intellectually curious, self-starter and fast learner that can understand complex technical issues
- Innovative and resourceful in both your ideas and methods, possessing a get-it-done mentality, unafraid to take risks
- Obsessive about delivering results, winning and over-achieving

Really nice to have:

- Experience in the IT industry, MSP or ISV space, or in a B2B SaaS company
- Experience with Microsoft Dynamics 365

Your Salary:

- Compensation will be competitive based on experience and skill set
- Immediate access to healthcare, dental, and vision
- Option to participate in 401K and company matches up to 3%
- Ability to join employee equity pool after 6-months

Required Education:

- Bachelor's Degree or 3-5+ years of sales experience in the IT industry

Please submit your resume to: careers@conexlink.com

If you do not feel you meet the requirements for this job, that's OK! We totally appreciate your consideration, and we encourage you to apply for positions we will add in the future.

Lastly, we still want a chance to pay you; if you recommend someone and they get the job we will pay you a \$2,000 cash bonus. Feel free to share this job listing with friends and on social media.

THANK YOU!