



Senior Enterprise Sales Executive (financial district)

THE ROLE

Are you a curious self-starter who wants to work for an established company with a start-up feel? Direct Commerce is seeking a dynamic, self-motivated, successful, enterprise sales professional. Our successful candidate will have a proven track record of initiating and closing software sales deals to top executives within the Fortune 1000.

As an Enterprise Sales Executive, you will have a significant impact on revenue, growth, and strategy. You will be responsible for working new leads, hunting new relationships, managing a pipeline, traveling to customer and prospective customer sites, managing and growing top-tier existing accounts, creating quotes, and of course, winning business!

KEY RESPONSIBILITIES

- Pursue C-level executives and decision makers within Fortune 1000 enterprises
- Effectively manage long-term, occasionally complex, sales cycles
- Perform customer account nurture and management activities through proactive follow-ups, analysis, and sales efforts
- Attend trade shows and conferences and qualify leads
- Create PowerPoint presentations to support your sales initiatives
- Professionally convey the value proposition and close deals to senior executives within enterprise businesses

REQUIRED EXPERIENCE & ATTRIBUTES

- Must have a proven track record of success selling to Fortune 500 top executives
- Demonstrated ability to upsell and cross-sell existing customers
- Ability to present exceptional presentations
- Knowledge of Enterprise sales processes and the politics of operating in large organizations
- Disciplined in using Salesforce.com
- Solid understanding of cloud-based automation solutions
- 10+ years sales experience into the Fortune 1000
- 3-5 years of experience selling SaaS based technology
- BA or BS degree

ABOUT DIRECT COMMERCE

Direct Commerce is an exciting Software-as-a-Service business that develops and hosts Procure-to-Pay automation solutions for Fortune 500 companies, like The Home Depot, Eli Lilly, Merck and others. Our

products include electronic invoicing, remittance and payment, imaging, discount management, dispute resolution and workflow over a secured web-hosted Supplier Portal.

Direct Commerce is a profitable, stable, and growing company with many challenging new projects.

PERKS

- The opportunity to directly increase revenue growth and work with the client
- Competitive salary, bonus plan and stock options
- Comprehensive medical benefits and 401k savings plan
- Commuter benefits
- Paid time off including all major holidays and flexible work hours
- Catered lunches and unlimited snacks

HOW TO APPLY

Qualified candidates are invited to submit a cover letter and resume to jobs@directcommerce.com.