



Working at Datanomix:

Datanomix is a fast growing technology start-up based in Southern New Hampshire. We are building a cutting edge production analytics platform, delivering massive improvements in productivity, employee capability and company profits for our customers. We have raised the benchmark for what Industry 4.0 and data leverage should mean to American industrial manufacturers, and will continue to do so during our next major growth phase.

Sales: Account Executive - HQ based - Multiple Positions

Datanomix is seeking seasoned Account Executives to facilitate its next major growth and customer acquisition phase. As part of a focused team, you will be responsible for owning the customer relationship from Demo to Closed Won. We are looking for highly creative individuals who can nurture and convert prospects into adopters and supporters of our manufacturing data analytics products.

Responsibilities:

- Managing prospects from their demo experience through to closure
- Understanding our unique value proposition, why we are winning, and replicating that in your sales presentations and discussions
- Unearthing new sales opportunities through networking and turning them into long term partnerships
- Negotiating and closing subscription based deals

Requirements:

- Proven experience in closing business and being a top performer as an Account Executive
- Experience with data and/or analytics solutions a plus
- Confidence in describing software products and SaaS buying models
- Familiarity with CNC manufacturing equipment and calling on manufacturing companies is preferred
- Appreciation of working for a fast growing, young and fun company
- Ability to understand and demonstrate product solutions and make them easy to understand
- Knowledge of CRM software (Salesforce, Hubspot, etc)
- Excellent written and verbal communication/presentation skills
- Great organizational and time-management skills

Preferred education level: BS, BA degree or equivalent

Job/Employment Type: Full-time

Send resume to careers@datanomix.io