

SALES

Industrial Manufacturing SaaS Account Executive

United States – Remote – Full Time

Who We Are

Datanomix is the leader in real-time automated production monitoring for industrial manufacturers. Datanomix was founded in 2017 to help precision manufacturers optimize their production performance by providing out-of-the-box reports and workflows with **No Operator Input™** required. Based in New Hampshire, our core products include our flagship Production Monitoring system, along with Digital GEMBA Boards, and Condition Detection systems. We are proud to work with top-tier partners to deliver best-in-breed solutions to our customers.

We're a rising start-up that is delighting industrial manufacturing customers with our turnkey Production Monitoring platform. Our customers are loyal, hard-working, and effusive about the impact of our product. We are led by start-up veterans, and have an affinity for gritty, entrepreneurial team members.

Role Overview:

Datanomix is seeking an experienced Account Executive to drive our next major phase of growth. This invaluable role is directly responsible for owning the customer relationship from prospecting, all the way through to the exciting close of a sale. The ideal candidate is passionate about relationship building, thrives on challenges and is motivated by unbounded earning potential.

What You'll Do:

- Understand our unique product offering, how its delivered to our customers, and effectively communicating its value impact, as it applies to the clients' needs.
- Confidently lead various sales conversations with new and existing customers.
- Continuously seek new sales opportunities through networking, tradeshow, webinars, and other marketing led events.
- Successfully manage prospects through our value-based consultative sales process.
- Effectively use sales productivity software (Salesforce, HubSpot, Gong, etc.) to track leads and opportunities, manage the sales process, and maximize productivity.
- Display confident ability to build and deliver company and product presentations.
- Apply solid organizational and time-management skills.

- Achieve assigned sales targets, successfully converting 2-3 prospects each month into satisfied new Datanomix customers.
- Actively listen to and thoughtfully receive feedback and coaching when applicable, in order to continuously develop, improve and achieve new heights of excellence.

Who We're Looking For:

- Various years of software sales experience, particularly with SaaS.
- Good understanding of Industrial Manufacturing
- Proven experience conducting various kinds of sales conversations across different levels of customers / leadership, within an organization.
- Ability to have impactful transparent conversations, under pressure, and with tight deadlines.
- Experience using Sales Productivity software (i.e. Salesforce, HubSpot, Gong, etc.)
- Experience executing a value-based sales process.
- Competitive drive for achieving goals, with a respectful demeanor.
- Strong and active listening skills, to truly understand our client needs.
- Collaborative team player with new ideas and innovation
- A healthy level of curiosity, focused on solving problems.
- Experienced ability with managing competing priorities and deadlines.
- A willingness to learn and grow.
- A positive attitude, willing to admit mistakes, ask for help and be willing to help others.
- A can-do attitude that inspires a “work hard / play hard” energy.

Bonus Points:

- Bachelor's degree
- Familiarity with Precision/CNC Manufacturing equipment
- Experience selling to mid-market industrial manufacturers

Other Helpful Things To Know:

- Account Executives must live within their assigned territory. You will be meeting in-person with customers and prospects on a regular basis. Accounts assigned near/around your home address can be reached within a 200-mile radius.
- This role will experience 50% travel within the assigned territory (expense reimbursement provided via our travel expense policy).
- Learn more about us and our amazing customers! Check out our success stories [here](#).

Join The Datanomix Team!

- Competitive pay and promotional opportunities
- Meaningful stock options in a venture backed start-up. We want you to grow with us!
- Generous comprehensive healthcare benefits, including medical, dental and vision, that are effective day one!
- A challenging, collaborative work culture that inspires innovation.
- Team building events and other career developmental opportunities.
- Unlimited PTO
- 401K

Interested in this exciting opportunity? We'd love to talk to you! Please send your resume to jcancelliere@datanomix.io