



## Inside Territory Account Manger

As a Territory Account Manager, you will be responsible the continued growth of PreAlert by building a repeatable and scalable business. You will use your IT expertise and influencing skills to challenge the way IT Decision Makers think about Predictive Analytics. You will be responsible for prospecting, lead generation, and selling PreAlert's award winning software across a broad spectrum of customers. You have a proven track record of success selling software or services and in building beneficial, lasting relationships with customers.

### Responsibilities:

- Meet/exceed assigned sales revenue goals
- Inbound lead follow-up & Outbound lead generation
- Qualifying leads to create, manage, and close business opportunities
- Work closely with PreAlert's partners to drive revenue and customer success
- Manage accounts by building and fostering client relationships through personalized contact, understanding of client's needs, and ability to communicate solution values of products and services
- Accurately forecast opportunities based upon realistic assessments
- Occasional travel required (5%)

### Requirements:

- 4+ years of experience in selling enterprise IT solutions with the demonstrated ability to exceed a \$1M sales quota.
- Sold IT solutions such as software security, big data, software analytics
- Consistent track record of success in consultative sales environments
- Experience developing new business (hunter) and managing sales cycle, from generating leads through closing
- Recent history of over achieving quota (President's Club, Trip Winner, Over Achiever)
- Startup experience a huge plus
- A logical and analytical thinker with strong technical aptitude
- Demonstrated negotiation skills
- Exceptional organizational skills with the proven ability to prioritize and complete multiple tasks to meet deadlines
- Self-starter able to work independently but also a contributing member of a team
- Highly motivated and professional, with excellent communication and interpersonal skills



## Enterprise Account Manager

As a field based Account Manager, you will directly impact the velocity of growth at PreAlert by focusing on Global 2000 and other strategic accounts. You will use your IT expertise, leadership skills and influencing skills to challenge the way IT Executives, Business Owners and Decision Makers think about their approach to Predictive Analytics and Data Science. You will be responsible for prospecting, lead generation and selling PreAlert's award winning software. You have a proven track record of success selling software or services and in building beneficial, lasting relationships with customers.

### Responsibilities:

- Meet/exceed assigned sales revenue goals
- Inbound lead follow-up & Outbound lead generation
- Qualifying leads to create, manage, and close business opportunities
- Manage accounts by building and fostering client relationships through personalized contact, understanding of client's needs, and ability to communicate solution values of products and services
- Accurately forecast opportunities based upon realistic assessments
- Regular travel required (60%)

### Requirements:

- 8+ years of experience in selling enterprise IT solutions with demonstrated ability to exceed a \$2M sales quota.
- Sold IT solutions such as APM, software security, big data, software analytics
- Consistent track record of success in consultative sales environments
- Experience developing new business (hunter) and managing sales cycle, from generating leads through closing
- Recent history of over achieving quota (President's Club, Trip Winner, Over Achiever)
- Startup experience a huge plus
- A logical and analytical thinker with strong technical aptitude
- Demonstrated negotiation skills
- Exceptional organizational skills with the proven ability to prioritize and complete multiple tasks to meet deadlines
- Self-starter able to work independently but also a contributing member of a team
- Highly motivated and professional, with excellent communication and interpersonal skills



## Sales (Systems) Engineer

As a Sales Engineer at Prelert, you will be responsible for providing world class pre-sales technical support to the Inside Territory and Field Enterprise sales teams. Working directly with customers you will be the subject matter expert on predictive analytics, data science, and Prelert's products. During the sales cycle, you will lead the proof of concepts, and will have the opportunity to work directly with our Product Management, Engineering, and Marketing teams to share your knowledge and experiences to ultimately improve our business and our customers' success.

### Responsibilities:

- Actively drive and manage the technology evaluation stage of the sales process, working in conjunction with the sales team as the key technical advisor and advocate for our products.
- Assure complete customer satisfaction through all stages of their interactions with Prelert.
- Establish and maintain strong relationships with our customer's technical staff.
- Be able to demonstrate Prelert products to customers on site, remotely via webinar sessions, and at field marketing events such as conferences and trade shows.
- Work closely with the technical members of various Prelert partners to ensure their success.
- Able to eliminate sales obstacles using creative and adaptive approaches.
- Regular travel required (40%)

### Requirements:

- 5+ years relevant experience in selling and supporting software products to IT organizations
- Technical University Degree (BS, MS, etc.) or similar credentials
- Consistent track record of success in consultative sales environments
- Highly motivated and professional, with excellent communication and interpersonal skills
- Experience and familiarity with IT management, security or big data products
- Experience with SPLUNK is desirable
- Domain expertise with IT Operations, Application Management and/or security/compliance is desirable
- Startup experience a huge plus
- A logical and analytical thinker with strong technical aptitude
- Self-starter able to work independently but also a contributing member of a team