www.5xtechnology.com
www.5xtechnology.com
www.5xtechnology.com

Sales Account Manager - MicroStrategy

Sales experience needed for our rapidly expanding world class Business Intelligence / Data Warehousing organization. 5x Technology (http://www.5xtechnology.com) is an exciting company entirely focused on delivering high-end decision support solutions for Fortune 1000 and international clients. We are aligned with the top Business Intelligence tools in the industry and are continuing to expand and deepen our competencies.

Position Description: Responsible for complete sale throughout the sales cycle. Activities will include participation on sales calls, leading discovery sessions, and research & analysis required for sales follow-up.

This Position can be remote or in office, location is not a concern. Individual would be responsible for proposal content and the development of custom presentations to support specific sales engagements. This position requires above average verbal and written communications skills and an aptitude for "identifying and containerizing problems" and developing solutions.

Candidate understanding of MicroStrategy software products (preferred) but BusinessObjects, Cognos, Informatica, Oracle BI, SRC, or OutlookSoft would be ok.

In addition, candidate should be familiar with the following Data Warehouse concepts and principles:

- Star and snowflake data design
- Oracle, SQL Server, Teradata, DB2, BAAN
- PL/SQL, DTS, Informatica, DataStage

Position Objectives: The primary objectives are:

- Develop customer relationships throughout the sales cycle
- Create opportunities for software and services sales
- Taking deal "Ownership "during the sales cycle from discovery through proposal
- Maintain familiarity with related technologies

Candidates must have excellent client relationship skills, and ability to communicate clearly. Candidate that succeeds in our environment are those with a college degree (BS/BA/MS/MBA) and possess the following qualities:

Adaptability - work well in various client industries and cultures
Communication skills – Good listening, speaking, and writing skills
Flexibility - perform different roles as needed to fulfill business growth
Willingness to Travel
Passion for Business Intelligence / Data Warehouse excellence

Compensation:

- Base plus bonus percentage of total sales and goal quota
- 401K / Medical Healthcare