

Job Title: Account Executive

Job Location: Bingham Farms, MI

Solution Markets: **Software Engineering** & Network Connectivity Solutions

Vertical Markets (Services): Industrial Automation, Transportation

Vertical Markets (Products): Industrial Automation, Transportation, Oil & Gas, Water & Wastewater

Target Market: Small & Mid Cap Market

Description: Pyramid Solutions, Inc. is an industry leader in software engineering and network connectivity solutions. We consistently help our customers deliver quality products to market in minimal time and solve their communication and network connectivity challenges. Pyramid is an established company with a 19 year history of providing high value software solutions across North America and products worldwide.

We are looking for a sales professional to help drive sales in new accounts for our Communication Systems Business. The successful candidate must be a proven self-starter with a high level of self-sufficiency and the ability to build relationships with decision-makers within corporate management and engineering departments. Experience in our markets and technologies is highly desirable.

Sales Type: Hunter – independent and inspired by results

Compensation: Salary commensurate with experience and uncapped commissions

Travel: 60% travel is expected

Responsibilities:

- Develop and execute business plan to meet and exceed sales objectives
- Target, qualify, position and assist in closing direct sales opportunities
- Open up new accounts and expand relationships within established accounts
- Capitalize on leads generated through marketing activities and networking with clients

Qualifications:

- A minimum of 5+ years experience selling technology solutions & services
- A proven track record of consistent quota attainment or over-achievement.
- Ability to identify customer needs and effectively develop and present solutions
- Experience selling technology solutions (Software Services & Network Connectivity Products preferred)
- Ability to build relationships with key business and engineering executives
- Excellent communication and presentation skills
- Strong work ethic and drive to succeed

Reply: Qualified candidates should submit a resume in confidence to employment@pyramidsolutions.com. No agencies please.