

ViZZ Technologies- Account Executive

We make the software that brings manufacturing practices to the construction industry. The Fourth Industrial Revolution is upon us, help us lead the way.

Position Overview

We are looking for an energetic and motivated Account Executive ready to expand their sales career into a strategic selling role. We want someone who will not only fit into our culture but help to define it. This individual represents Manufacton by ViZZ Technologies for their assigned vertical market & territory with a regional and segmented approach to selling into the construction industry, specifically into electrical sub-contractors. This field sales account partner will be the go-to resource and expert in their territory as we look to build a net-new business.

Responsibilities

- Manage the entire sales process; from prospecting and qualifying leads through contract negotiations, signing, and post-sales kickoff, this rep will often visit customer locations for account nurturing, business development, and renewals.
- Effectively position Manufacton as the industry leader for managing Prefab & Offsite production.
- Collaborate with internal resources such as technical consultants, customer success managers, and subject matter experts
- Prospect for new opportunities within the territory
- Manage and qualify inbound leads and pipeline, with accurate and timely responses
- Deliver accurate monthly and quarterly business forecast each week
- Be a contributing team member:
 1. Bring lessons learned and best practices from previous roles
 2. Bring fresh ideas
 3. Bring energy
 4. Bring passion
 5. Bring excitement

Minimum Qualifications

- 5+ years of experience in SaaS sales, AEC industry knowledge strongly preferred
- A results-driven and consistent track record of exceeding quota
- Analytical, detail-driven, and a master multitasker
- Entrepreneurial mindset, thriving in a dynamic environment
- Understanding of the Industrialization of Construction is a plus