



Enterprise Account Executive – Software Sales

JOB TITLE:

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LOCATION:

Any Metro U.S. City except San Francisco. Our company is headquartered in Madison, Wisconsin.

COMPANY DESCRIPTION:

SmartUQ provides powerful uncertainty quantification (UQ) and engineering analytics software that incorporates real world variability into the analysis of complex systems. Utilizing breakthrough technologies, SmartUQ software quantifies uncertainties in engineering systems, testing, and simulations such as CFD, FEA and Multiphysics. It allows engineers to quickly analyze high-dimensional or Big Data, understand the probabilities of all what-if scenarios, accelerate simulation cycles, easily calibrate models, and create innovative designs with greater confidence. Our software is used by some of the largest engineering companies in the world to tackle challenging problems. We are an innovative company that is rapidly growing with great customer satisfaction. SmartUQ.com

THE OPPORTUNITY:

Specifically, we are looking for a dynamic individual with an engineering background and experience in sales. This position can offer high rewards with much potential to grow our business in the Aerospace/Defense industry along with many others! The candidate should be motivated to drive results and close deals for large enterprise opportunities.

The candidate will be responsible for developing and executing an annual sales plan consistent with company strategy, goals, and objectives along with:

- Focus on identifying, pursuing, and building relationships with enterprise customers
- Assume a lead role in identifying, developing, and closing new business opportunities
- Collaborate and develop a strategy with partner's sales team to sell SmartUQ products
- Demonstrate our solutions, both in person and remotely to close deals
- Attend and staff various local and national demand generation events throughout the year
- Adhere to SmartUQ standards and procedures such as adherence to pricing approvals, monthly pipeline reviews, forecasts and document activities in a SFA/CRM

QUALIFICATIONS:

- Bachelor's degree in engineering or statistics
- Minimum 5 years of experience selling CAE software to the Aerospace/Defense industry
- Strong verbal communications and business acumen skills
- Excellent relationship building skills



- Demonstrated ability to establish and maintain a high level of partner and customer trust and confidence
- An advanced degree such as MBA is a plus

At SmartUQ, we have created new technologies that will revolutionize the simulation and analytics market. We are passionate about using our intellectual property to create products that will make a difference in our world. We will pay your compensation commensurate with your experience.

If you feel that you would be a good fit for our team, join us today and submit your cover letter and resume to [hiring@smartuq.com](mailto: hiring@smartuq.com) with "Enterprise Account Executive" in the subject line of your email.