



OTT, Inc. is an award-winning Microsoft Partner delivering Customer Relationship Management (CRM) and Enterprise Resource Planning (ERP) solutions and services to small and mid-market businesses based throughout the Upper Midwest. OTT, Inc. is a MPN (Microsoft Partner Network) member, with competencies in Customer Relationship Management, Enterprise Resource Planning, Business Intelligence, Midmarket Solution Provider, and Small Business Specialist.

OTT, Inc. is looking for a talented individual to join our Team as a CRM and ERP Account Executive. Significant investment in marketing makes this new position a very high growth opportunity for the right individual.

Responsibilities

- Successfully source new clients for both Dynamics CRM and Dynamics GP (Great Plains)
- Work with CEO and Marketing to develop marketing plans for new clients
- Follow up and engagement with prospects developed from marketing initiatives
- Phone and email follow up to qualify opportunities
- Onsite face to face meetings to with potential new clients
- Proposal preparation and presentations
- Internal use of Dynamics CRM to track all activities, accounts, contacts and opportunities
- Strong ability to ask for and close new business with new clients
- Follow OTT, Inc. Trusted Partner Path methodology
- Ability to sell on premise and cloud based solutions

Qualifications

- Bachelor's degree in business, marketing, information technology, accounting, computer science or related degree.
- 2 – 5 years of CRM and ERP software sales experience
- Motivated to be a high producer and high income earner
- Not for Profit or Medical Device industry experience a plus
- Certifications pertaining to solution selling sales methodology
- Excellent presentation and communication skills targeted to effectively present information to C-level management, public groups and/or board of directors
- Possesses effective oral and written communication skills with all team members
- Solid understanding of current technologies
- Excellent organizational skills, attention to quality, self-motivation and a desire to succeed
- Experience at working both independently and in a team-oriented, collaborative environment
- Possess business acumen, project definition, estimating, sales, strategic and tactical planning skills for engagements
- Strong client service skills

OTT-Inc. offers a competitive compensation and employee benefit program including health insurance, life and disability insurance, PTO, Holidays, 401(k); profit sharing and flextime.

Forward resume including salary requirements in confidence to Eric Sheehan, CEO. ESheehan@ott-inc.com