

## **Lead Generation National Account Executive**

EPM Solutions has a need for a Lead Generation Account Executive. This is an excellent opportunity for an experienced sales professional who wants challenges, variety in their assignments, and to make a greater impact. This position contributes significantly to the growth of the business.

Working fairly independently, you will perform telephone prospecting functions to generate and nurture sales leads that will fill the sales pipeline on an ongoing basis. We are looking for someone who is energetic, well spoken, punctual and reliable, with at least 2 years experience in a similar role.

### **Responsibilities**

- Researching business opportunities via a variety of government business forecast websites as well as through contacting Small Business Specialists
- Prospecting, generating, intelligence gathering for projects in the forecast pipeline through phone calls, email and/or, if necessary, in person meetings
- Maintaining dialogue with
- Engaging and building rapport and effective relationships with decision makers and multiple contacts within the organization of the potential clients
- Understanding the customer's requirements and how we can best help through appropriate questioning and clarification
- Identifying potential partners complementing our capabilities to jointly pursue certain projects
- Following up marketing campaigns and events to generate and nurture new sales leads.
- Maintaining and updating records in the CRM system and keeping an accurate log of all activities.
- Carrying out data cleansing to provide accurate information and support for marketing campaigns and to increase new business opportunities
- Supporting the marketing activities such as email campaign, Webinar and trade show. Coordinating with writing case study and white paper, etc.
- Other tasks as assigned

### **You are an ideal candidate if you:**

- Do not require layers of management and bureaucracy
- A high energy, self-motivated professional who wants to grow with us, reach your full potential and be challenged with a multitude of responsibilities
- A self-starter, resourceful person who can take initiative and follows through
- Are a customer oriented and want to make a real impact on the company's growth
- Enjoy building and maintaining long term relationship with customers and partners

### **Our Requirements:**

- The ideal candidate will have at least two years experience of lead generation with a software company
- Good communicator—able to communicate in a detailed and articulate manner
- Demonstrate outstanding research and interviewing skills
- Work accurately and effectively under pressure and exercise good judgment
- Have experience in regularly achieving targets
- Have outstanding organizational skills, with the ability to prioritize and follow through.
- Advance knowledge and experience using Microsoft Office applications
- Experience of CRM and Sales Force Automation tools is a must
- Can travel up to 20%
- Bachelors degree

### **Our Benefits**

- Healthy bonus potential after reaching performance goals
- Professional development: on the job training and training programs
- Potential flexible schedule and partial telecommute
- Health Insurance
- 401K Profit Sharing
- Paid time off

**Salary: \$40K-\$50K**

### **Next Step:**

If you are qualified and interested in growing with us, please respond with a cover letter stating why you are the right fit for the position, your salary expectation and your location; and your resume. Email your resume and cover letter to [szhou@epmsolutions.net](mailto:szhou@epmsolutions.net). No phone calls please.

### **About EPM Solutions**

EPM Solutions is a small and growing entrepreneurial company. A Microsoft Gold Partner, we provide technology-driven business solutions and project management services to both government and private sector. Focused on innovative technologies and quality service delivery, EPM Solutions is ISO 9001:2008 registered. Founded in 2003, EPM Solutions is located in San Ramon, California.