

NowDocs Inc. is an agile software company owned by Taylor Corporation (a privately held U.S. corporation since 1948 that employs approximately 14,000 people worldwide). This relationship offers NowDocs the independence to react quickly and innovate within our tight-knit team, yet have the support of a large organization that provides stability and operational excellence. NowDocs delivers award-winning document management (DM) solutions that have helped over 4,000 organizations worldwide reduce document related costs, improve information accuracy and accelerate business processes to improve their ability to compete.

NowDocs offers its co-workers challenging work experiences, a collaborative team environment, and a culture of honesty and integrity with a sharp focus on execution and value-added behaviors. Casual attire is welcomed. Our headquarters is located in Brea, CA. and parent office in Mankato, MN.

Position Title: Senior Account Executive

Position Description:

This experienced *Senior Account Executive* is responsible for marketing our suite of document management products and will work closely with new and existing re-sale channel partners to drive measurable revenue results.

Responsibilities:

- Achieve monthly sales quotas through customer retention, penetration and acquisition sales strategies
- Manage and assist existing VARs as they sell NowDocs' DM solutions to end users
- Prospect and recruit new VARs and other sales opportunities for NowDocs
- Organize and attend workshops and trade shows
- Produce sales collateral tools as needed
- Pipeline and account management (using Salesforce, includes KPIs, metrics & reporting)
- Grow your regional sales territory

Qualifications:

- Qualified candidates will have 5 years or more of enterprise software sales experience selling to senior level contacts with a proven track record of exceeding quota
- Experience selling complex solutions across various industries
- Experience working with Accounting, ERP, CRM, Workflow or DM software greatly desired
- Excellent account management skills and consistent execution to accomplish goals
- Detail oriented, well organized and exceptional communication and follow-up habits
- Work well with a team to solve technical and functional problems
- Channel experience: Infor, Symitar, Harry Rhodes, Sage, etc.
- Proficient in MS Office, LiveMeeting and Salesforce (extremely PC literate)

The candidate must be self-motivated and self-sufficient with a strong drive for results and an ability to build and drive consensus between sales, development, customers, and senior management. A passion for customers as well as high enthusiasm and integrity is required. Expected travel is less than 25%. Bachelor's degree required.

Benefits: Competitive Compensations, Health, Dental & Vision plans, 401(k), and Life-Insurance upon qualification.

Position Location: Brea, CA

Interested candidates please send your resume along with your salary history and salary expectations to hreyes@nowdocs.com