

Account Executive/Inside Sales (Houston, TX)

Are you looking for an innovative, fast growing company and the opportunity to make an impact? omNovia Technologies is a recognized leader in web and video conferencing solutions. We are seeking talented and energetic people to join the team at our Houston, TX headquarters.

About omNovia Technologies

Founded in 2004 in Houston, omNovia has been one of the fastest growing technology companies in Texas since its inception. The omNovia Web Conference offers a 100% web-based solution capable of hosting up to 5,000 simultaneous participants in one virtual conference room with high quality audio, HD video, desktop sharing, file sharing etc. omNovia differentiates itself from competition by focusing on high quality and fully customizable web conferencing that provides a superior user experience.

Short Job Description

You will sell cloud-based software services to mid-market and enterprise clients, working across all verticals to develop, qualify and manage opportunities. You will manage the entire sales process from generating the opportunity (cold-calling) all the way through to closing – maintaining a high level of accountability for closing and growing net new business.

Detailed Job Description

- Take initiative in finding, contacting and building relationships with potential omNovia customers
- Build and maintain a healthy sales pipeline to achieve and exceed monthly, quarterly and annual sales quotas
- Responsible for generating new business by cultivating and mining opportunities from conception to close
- Perform the following sales activities: cold-calling, nurturing, demos, sales presentations, creating proposals
- Capture accurate and complete information in Customer Relationship Management system (CRM)
- Learn omNovia solutions and be able to effectively communicate how these solutions align to our customer's needs

Requirements:

- Minimum 3 years software sales experience, ideally SaaS type offering
- BA/BS Degree
- Proven track record of exceeding sales quotas
- Experience with CRMs specifically salesforce.com
- Ability to work under pressure and problem solve without hand holding
- Ambition, tenacity and self-motivation
- Excellent interpersonal, communication and presentation skills

Benefits

- Competitive total compensation including base salary + commission
- Health, Vision & Life insurance
- Bonuses
- Paid Vacation
- Innovative team culture and very collaborative environment
- Advancement opportunities