

Position Title: Account Executive

Company Summary:

StoredIQ is a fast growing, dynamic technology company that seeks an Account Executive to join our Inside Sales team. This is an excellent ground level opportunity that will reward high performers with rapid advancement as StoredIQ continues to expand.

Company Location: Austin, TX

Position Location: Company Headquarters

Summary of Position:

The Account Executive will be teamed with a Regional Sales Director and the Inside Sales Manager to introduce our software solution to Legal/IT Executives within major corporations. You will have an opportunity to contribute your ideas as a key member of the sales team.

The ideal candidate is ambitious, outgoing, articulate, intelligent, and very well organized. The candidate should be looking for a position that will help them advance a career in sales by offering exposure, growth, and experience beyond what large companies can offer.

Responsibilities include:

- Introducing StoredIQ's solution to decision-makers at large corporations
- Serving as the first point of contact for sales leads from trade shows, e-mail campaigns, web activity and additional sources
- Scheduling and coordinating meetings and product demonstrations for the Sales Directors
- Attending trade shows and working on special projects as requested
- Attending the weekly sales call with StoredIQ Executives
- Documenting all activity in Salesforce.com
- Providing weekly Web Activity/Meeting Reports to the Inside Sales Manager

Requirements include:

- Bachelor's Degree or equivalent sales experience
- A strong background calling in to corporate legal/IT departments
- Good phone presence
- Strong proficiency in both oral and written communication skills
- Highly Articulate
- A background in technology sales is a plus
- Experience with Salesforce.com or other CRM applications

Compensation:

- \$32,500 plus incentive (~\$15,000 annual)

This is an exciting time to join StoredIQ as we continue our dominance in the eDiscovery marketplace. This opportunity will provide a candidate with high level executive exposure, an

exciting work atmosphere, and an opportunity to grow your career as StoredIQ quickly expands.
Please e-mail resumes and cover letters to jobs@storediq.com.