

Solutions Sales Executive (AEC)

A world leader in 3D design, engineering, and entertainment software, Autodesk delivers the broadest product portfolio to empower customers to digitally design, visualize, and simulate their ideas.

Role and Purpose

Develops, identifies, communicates and creates sales development opportunities and initiatives in support of the needs of the sales organization. Focus is on driving and implementing an overall strategy that will optimize Autodesk business goals and brand in the marketplace. Identifies mutual goals and objectives and builds awareness and strategic alliance ensuring collaboration and support around an overall global business model.

Duties and Responsibilities:

- Manages the migration of proven field innovation programs to Field/Channel Marketing to ensure successful roll-out of programs as repeatable plays.
- Analyses, develops and reports on current business and operations strategy in support of business objectives.
- Ensures consistency of Industry approach for Field stakeholders including: Sales Management, Field Marketing, Sales Readiness and Channel Capability.
- Liaises with Geo-based Sales Development teams to ensure global consistency of sales programs as appropriate.
- Coordinates with Sales Leadership on Direct/Territory sales representative onboarding training and mentoring programs.
- Provides input to the Solution Divisions with appropriate solution pricing strategies and competitive programs by leveraging industry, marketplace and competitive knowledge.
- Responsibility for the development and execution of repeatable plays, associated sales tools and training to the territory sales teams.
- Coordinates Geo specific sales and influences long term strategy.

Requirements:

- Degree in Engineering/Construction is a plus.
- Experience in sales or business development.
- Strong communication and presentation skills.

Compensation:

- Competitive salary
- On-target monthly paid bonus
- Corporate car
- Life and Health insurance