

Solutions Sales Executive (MFG)

Be a part of changing the way ideas are brought to life. From designing sustainable buildings to inventing hybrid automobiles, Autodesk customers use our software to build a better world. As a leader in 2D and 3D design, engineering and entertainment software, we're building tomorrow. Let's design the future together. Autodesk in Moscow is searching its new

Manufacturing (MFG) Sales Executive:

- This is a key leadership position within Autodesk's Manufacturing Solutions Sales. This individual is responsible for direct and also indirect sales: working closely with Autodesk Reseller Partners' sales and internal Autodesk sales teams.
- Responsible for the sale of Autodesk MFG products, new subscriptions and services to end user accounts in assigned territory. Develop long term customer relationships and achieve customer satisfaction goals. Generate new business by developing leads and/or expanding existing accounts while working closely with channel partners and field staff.

Principal Duties and Responsibilities:

- Responsible for direct & in direct sales of Autodesk products within Manufacturing Industry.
- Generates new business by developing leads and or expanding existing accounts.
- Directly or together with assigned Channel Partners, follows up on sales leads within assigned areas. Develops long term customer relationships and achieves customer satisfaction goals.
- Provides comprehensive business plans, timely and accurate forecasts to sales manager.
- Provides accurate price quotations based on approved guidelines.
- Develop effective working relationships at all levels within accounts in specified territory.
- Call on key C-level executives and departmental managers, while navigating the account's political environment.
- Works with Technical Specialist to provide technical product information including benchmarks, demos, webinars, seminars, consulting projects and training.
- Use of salesforce and TAS for opportunity development and qualification.
- Assist, promote and develop channel partners..

Critical Competencies and Requirements:

- 5 years of experience.
- Solution Sales experience; must have successful track record selling business solutions at C-level.
- Proven track record of meeting and exceeding quota with aggressive quarterly quotas.
- Excellent oral/written communication, presentation skills and strong organizational skills.
- Must be experienced in handling customer business issues, preparing ROI and delivering benefits.
- Must have a good understanding of the manufacturing industry with excellent customer contacts and selling experience.

Compensation:

- Competitive salary; Monthly target bonus; Corporate car; Life and Health insurance.