



Department: Sales and Support

Job: Federal Account Executive

Job ID: US085

Position Type: Full-Time Regular

Company Name: Ingres Corporation

Location: Washington DC area

Posting Date: April 4, 2008

Experience: 5+ years experience in Federal Enterprise Software Solutions Sales; Open Source or database sales preferred

Job Description:

As a Federal Account Executive you will work within all areas of the US Federal government to contact, qualify, and close new accounts while you defend and expand sales in an impressive existing account base for the Ingres product line & support services. You will leverage and maintain a variety of partner programs, schedule and coordinate corporate marketing programs to fit the region, and participate in a variety of team-selling activities. Excellent time management and software solution selling skills is required. A background in selling open source software to projects within the Federal government a plus. You will manage all aspects of the sales cycle, interact with inside sales, pre-sales technical engineers and customers, and help usher in the next generation of how software will be sold and licensed.

Primary Responsibilities:

- Achieve monthly, quarterly and yearly pipeline and forecast goals and software revenue target(s)
- Proactive calling into prospects and install base accounts
- Effectively build and execute a territory plan to maximize revenue
- Arrange and participate in conference calls between technical staff members and management decision makers to execute and facilitate the sales process.
- Learn and maintain in-depth knowledge of the Ingres product line, support and services, industry trends, and competition
- Maintain current and accurate account information within our contact management system.
- Work with SE to technically qualify and advance opportunities to closure
- Create and deliver sales presentations and product demonstrations in person, or leveraging web-based remote demo technology
- Weekly forecasting - know the \$ amounts, status, decision makers and next steps in closing opportunities

Job Qualifications:

- 5+ years experience in Enterprise Software Solutions Sales to the Federal government; open source software or database sales preferred
- High-tech background including database and software experience. Acumen for understanding software technology associated to customers business needs.
- Demonstrated history of consistent goal achievement in highly competitive environment
Energetic, upbeat, tenacious team player with excellent verbal and written communication skills.
- Must possess strong prospecting account management, and closing skills including; knowledge of local business organizational structures, experience successfully gaining access to decision makers, selling into technical user base & C-level, uncovering buying influences, overcoming customer objections, and purchasing processes.
- Excellent prospecting and multi-tasking skills.
- Outstanding relationship building skills with a high degree of responsiveness and integrity.
- Familiarity with database, open source & enterprise markets and technologies.
- Sales affinity, including competitiveness, win-win attitude, accountability, and work hard/play hard mentality.
- B.A/B.S or equivalent work experience.

Contact:

For immediate consideration, email cover letter and resume to: Chris Arisian chris.arisian@ingres.com

Ingres is an equal opportunity employer