



Position – Senior Account Executive, Business Development

Fairfax Imaging, Inc. (dba Fairfax Software) (www.fairfaxsoftware.com) is on the cutting edge of advanced forms and data capture and information management technology. We continue to add leading government and commercial customers to our success stories. We are always looking for smart, talented, high-energy individuals who share our vision, and want to be a part of this industry.

Job description:

In this position, you will be required to focus on identifying and developing business relationships with new and existing commercial clients. You will be responsible for driving new business activities through connections, trade shows, cold calling, and prospecting to identify, qualify and generate sales opportunities, as well as grow your account base through up selling and cross selling.

You will build strong relationships with key decision makers through face to face meetings and making sales presentations promoting the complete range of products and solutions. This role requires an experienced sales professional who can open doors with new clients and build lasting business relationships with existing clients.

Qualifications:

- BA/BS Degree preferred.
- Excellent presentation skills with a highly presentable and professional demeanor.
- Minimum five years' experience selling data capture, document management, and content management solutions with direct sales and client interaction. Experience selling enterprise document and content management solutions using Hyland OnBase and associated workflows required. Experience selling competitive products such as FileNET, Documentum, or Alfresco would be an acceptable substitute.
- Proven track record of outstanding sales achievements with success in exceeding sales targets.
- Motivated self-starter.
- Experience in writing, editing, and producing highly effective sales proposals.
- Experience in doing oral presentations to clients, existing and new at all levels of the organizational hierarchy.
- Desire to work in an entrepreneurial environment.
- Be very goal orientated and driven to exceed your potential.
- Strong verbal and written communications skills.
- Excellent organizational, planning and prioritization skills.
- Ability to work across organizational functional boundaries.
- People and team oriented with clear ability to support same.



- Ability to travel and meet customers at all levels of the organization.
- Team player in everyday events.

Fairfax Software Company background:

Founded in 1994, Fairfax Software is a privately held Virginia corporation. Fairfax Software has been profitable since year one and continues to achieve industry recognition in the Software 500 and in industry trade publications each year. In the last three years, Fairfax Software has achieved double digit annual revenue growth while continuing to increase headcount to accommodate new customers. Fairfax Software offers a challenging opportunity for professional growth with competitive salaries and benefits, including a matching 401k plan, medical, dental, and job-related tuition reimbursement. Fairfax Software also offers a generous and competitive commission structure.

For immediate consideration, please submit resumes to mminter@fairfaxsoftware.com.