



Position – Account Executive, Business Development

Fairfax Software (www.fairfaxsoftware.com) is on the cutting edge of advanced forms and data management technology, and 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.

- Fairfax Software is a leader in forms and data capture and data management systems.
- Founded in 1994, Fairfax Software is a privately held Virginia corporation and has grown consistently year after year.
- Fairfax Software has been profitable since year one, and continues to achieve industry recognition for innovation and success within the industry
- Fairfax Software offers a challenging opportunity for professional growth with competitive salaries and benefits.

Job description:

Fairfax Software is seeking an Account Executive, Business Development. In this position, you will be required to focus on identifying and developing business relationships with new and existing clients. You will be responsible for driving new business activities through 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
- Minimum five years' experience selling data capture, remittance/check processing solutions with direct sales and client interaction.
- A 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 working in 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