

Sales Executive

North America

Objectivity Inc., a highly profitable private company located in Sunnyvale, CA, has emerged as the market leader in high-performance database engines for sophisticated applications. At Objectivity we are dedicated to providing a diverse range of superior products and services to increase our customers' speed, precision and productivity in the management of complex data for applications. We are a global technology company which is, and will continue to be, recognized for our reliability and collaborative relationships.

Our products are used and embraced by the world's most innovative government, science, commercial and engineering organizations. Our focus is to continue our foothold as the leading platform company in high-end data repository requirements for applications with the most demanding database challenges.

Summary:

This high performance software sales hunter will be located in the Beltway. Experience calling on federal agencies and federal integrators is required. The ideal candidate with the "right stuff" will have an uncapped compensation plan in the \$300k – \$400k plus range, incentive stock options, strong base salary, and great benefits.

If you are an established, hard hitting, big game software sales hunter with engineering software sales experience and a network of engineering and business contacts at all levels, and enjoy delivering new prospects, new design and customer wins based on your sales ability and technical understanding, you'll thrive in this position. Someone with a strong engineering background and experience selling into the following markets will do exceptionally well: government Intelligence/DHS, DOD, complex and real-time process control systems, telecommunications infrastructure, complex & real-time financial services, and the data intensive science markets.

www.objectivity.com

Corporate Headquarters

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Sales Executive

Responsibilities:

Hunting, locating and calling on:

- Business Directors and VP's
- Government Program Managers
- Contracting Officers
- Integrators
- Software engineers
- Object oriented programmers
- Software architects
- Software development managers
- Engineering managers
- Program / technical product managers
- VP engineering level
- Embedded database programmers

Making sales presentations to prospective and current customers

Meeting or exceeding sales quotas and objectives

Requirements:

Minimum 7 years relevant sales experience

B.S / B.A in engineering or equivalent preferred

A background of successfully selling embedded / OEM software infrastructure products into the software engineering side of federal agencies/organizations and commercial companies.

Experience in selling object-oriented software solutions, ODBMS, highly complex and embedded (OEM) software infrastructure products, OEM database products, and/or having technical software sales understanding which you've transformed into a new business development skill set.

Expert in vertical market and OO engineering resources to develop mission-critical application inventions.