



Competentum USA, Ltd.
www.shareknowledge-lms.com

Account Executive – ShareKnowledge™ LMS

You are fully tapped into the LMS and Microsoft SharePoint technology space, and you want to make a difference with driving sales opportunities for a true US software startup. As an Account Executive on our team, you'll use your technology sales skills every day to generate opportunities and close sales with corporations. Your experience with SharePoint is invaluable. Your knowledge of the corporate e-Learning is helpful. Both are required to help you provide the consultative selling with influencers, key decision-makers, and end-users.

Overview:

As Account Executive, you will be responsible for growing US sales of ShareKnowledge™ to corporate accounts. ShareKnowledge is an award-winning learning management system (LMS) based on Microsoft® SharePoint® designed for Corporate e-Learning.

Description and Qualifications:

- Generate sales in new accounts - close one sale per month and deliver 5 qualified leads per month
- Must have experience with one or both: corporate LMS solutions and/or Microsoft SharePoint 2007/2010. A strong background in both is very desirable.
- Must have demonstrated sales success in selling software solutions in corporate accounts
- Strong customer interaction at the senior management level and relationship building with C level contacts within these accounts
- Demonstrate a thorough knowledge of our product to provide product demonstrations to prospects both in person and remotely
- Understanding of the marketplace and competition
- Provide monthly reports for reviewing opportunity funnels and forecasts, updates to corporate CRM for managing accounts
- Self-starter and ability to operate under minimal supervision
- Proactive passion with a positive professional demeanor
- May need to train both partners and customers on ShareKnowledge
- Travel to and represent ShareKnowledge at key industry events

About Competentum: Competentum Group is a recognized international leader with more than 16 years in the global e-Learning software market covering Russia, Europe, and USA. Competentum was founded in 1993 and is a Microsoft® Gold Certified Partner with Independent Software Vendor (ISV) and Information Worker (IW) certification competencies. Our global team includes more than 200 professionals in Russia, Europe and USA. Our worldwide headquarters is in Moscow, Russia, and our US headquarters for Competentum USA is in Issaquah, Washington.

