

IT SOLUTIONS SALES EXECUTIVE

(Full-time, USA)



BECOME PART OF OUR SUCCESS STORY!

The Data Migration International Group based in Kreuzlingen is a Swiss software manufacturer with over 27 years of experience and is set for growth while opening up international markets. The Java- based JiVS Information Management Platform (JiVS IMP) plays a central role in our companies' group.

THE JIVS INFORMATION MANAGEMENT PLATFORM (JIVS IMP)

With our unique solution, the entire lifecycle of data can be managed independently of systems and applications – from separating operational from historical data, through the transfer of historical data and documents from live-systems to the final and legally secure erasure of data.

Companies can lower their operating costs with JiVS IMP by up to 80 percent, halve the effort involved in migrating to new software generations, and ensure 100 percent information access as well as legal certainty.

Today, many of our well-known customers like ABB, ABInBev, ALSTOM, Mercedes, General Electric, Commerzbank and LafargeHolcim benefit from the significant cost advantages as well as the flexibility and agility of JiVS IMP.

WE ARE:

- Winners of market analyst awards, recognized as "game-changing" in the field SAP S/4HANA Transformation and as "ideal" in the field of Legacy System Retirement Solutions
- A prominent company at important trade fairs like DSAG, SAPnow, and SAPHIRE while regularly mentioned in trade journals (E3 Magazine)
- A certified SAP partner, also in the "RISE WITH SAP" Programme, and our solution for system decommissioning was certified with IDW PS880
- Based in Switzerland (HQ) and Dallas, Texas (USA)

WHAT YOU CAN LOOK FORWARD TO:

- An agile and pragmatic organization with a hands-on mentality and short decision-making processes.
- Interdisciplinary collaboration and a team-oriented and collegial corporate culture.

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The JiVS logo is a red circle with the word "jivs" in white lowercase letters.

- Freedom to actively shape our success story and make your mark on it.
- Continuous professional development, together with us as a market leader in an extremely innovative environment, and you will help us to maintain this position
- Flexibility with regard to tasks, roles, and work model.

WHAT WE ARE LOOKING FOR:

- Your enthusiasm, client-oriented approach, and desire to learn something new every day
- Your passion and joy to actively participate and shape our development
- Motivated colleagues, who want to join us on our growth journey
- Team players who think outside the box
- Your willingness to represent the company on (business) trips

KEY RESPONSIBILITIES & TASKS:

- The Account Executive's primary responsibilities include prospecting, qualifying, selling and closing new business to existing and new customers.
- The Account Executive brings a Point of View to the Customer engagement; uses all resources to solve customer problems with appropriate DMI/JiVS products.
- Responsible for selling DMI's products and solutions and building and maintaining relationships with DMI's potential customers
- Involved in the selling of the capabilities of DMI's/JiVS to provide an integrated solution.
- Focused on prospective accounts.
- Maintains customer relationship and influences customers' requirements' specification.
- Carries a quota.
- Active role during RFI/RFP-phase.

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EXPERIENCE AND REQUIREMENTS

- 10+ years of experience in sales of complex business software / IT solutions
- Proven track record in business application software sales
- Experience in lead role of a team-selling environment
- Demonstrated success with large transactions and lengthy sales campaigns in a fast-paced, consultative and competitive market.
- SAP experience a plus
- Excellent command of the English language (both written and spoken)
- Excellent communication and analytical skills as well as a sense of responsibility, independence, and the ability to work in a team

INTERESTED?

PLEASE SEND YOUR CV TO US-JOBS@DM-INTERNATIONAL.COM