

## Job Announcement

# Sales Account Executive

## Software Solutions for Pharmaceuticals, Biotechnology & Med Device

North American Sales Executive for fast growing global software company

### About EXTEDO:

EXTEDO is the key solutions and services provider in the field of eRegulatory Affairs. The complete EXTEDOsuite is unique in all that it covers: Product Registration Planning & Tracking, Submission Management, Pharmacovigilance Management, Label Management, and Document Management.

EXTEDO provides configurable off-the-shelf products, as well as customized and integrated solutions. EXTEDO also provides EURS is Yours, the validation, review and approval system for the EMA and more than 25 Regulatory Authorities worldwide.

Today EXTEDO serves more than 700 customers in 57 countries ranging from small companies with less than 25 employees to large multi-national organizations. EXTEDO operates in the following markets for human, veterinary and crop protection: Life sciences, including pharmaceutical, biotech and biopharma, generics, APIs, homeopathics and medical devices, healthcare, and public sector. EXTEDO is recognized as the worldwide leader in each of its areas of operation.

### About the position:

EXTEDO is looking for a Senior Sales Account Executive with a minimum of 5 years software solutions selling experience and ideally has at least 2 years of sales experience selling to Life Sciences organizations. The ability to generate new customers is a must. The candidate has to have demonstrated an ability to work autonomously to generate new opportunities, farm existing opportunities and form alliances with partner organizations. This individual must be able to demonstrate a well defined sales process with predictable outcomes, results and must have good closing skills.

### Job Responsibilities:

- Responsible for driving the growth of EXTEDO business in target market segments
- Accountable for individual revenue targets
- Successfully manage their sales, business development and partners activities
- Define a successful sales and business development strategy for each account
- Managing their day-to-day sales and business activities, tracking their leads and sales forecast, CRM, customer funnel, orders, invoices and etc.

For qualified interested candidates please send your resume or CV by e-mail to:

**EXTEDO, Inc.**  
Joe Dude  
1235 Westlakes Dr., Suite 285  
Berwyn, PA 19312 / USA

**E-Mail:** [dude@extedo.com](mailto:dude@extedo.com)  
**Internet:** [www.extedo.com](http://www.extedo.com)

Qualifications:

- Minimum of 5 years software solutions sales experience and 2 years of recent experience selling into the Pharmaceutical, Biotech, and/or Medical Devices industries.
- Knowledge of electronic submission with basic knowledge of safety requirements in FDA environments.
- Proven track record in selling at the enterprise and department level from small size companies to large multinationals
- Proven track record of achieving or exceeding sales revenue targets and/or business development objectives
- Success in creating relationships with key strategic partners
- Excellent communication skills, capable of articulating a clear sales plan
- Result oriented and execution focused
- Un-wavering passion for growing business and winning in market

Requirements:

- Entrepreneurial minded while working well within a team
- Actively solicit new business opportunities by conducting effective sales calls and developing presentations to new and existing clients
- Knowledge of electronic submission and safety requirements in FDA environments.
- Handle inquiry calls and referrals
- Build and manage a sales pipeline of opportunities including forecasting and closing identified opportunities
- Grow and maintain an active customer base including constant awareness of client needs and provide creative insight on business development
- Maintain accountability for personal activity metrics
- Report weekly activity, sales results, success stories and competitive strategy
- Monitors changes in the sales, industry trends and develop strategies to improve and adjust to those changes
- Sales generation – maximize revenue while developing long term relationships with clients and partners
- Seek out and develop relationship with industry partners
- Attend trade shows; participate in sales campaigns and other off-site sales efforts at the direction of the corporate sales office.
- Requires travel within the US of approximately 50% (with additional trips to European headquarters)

EXTEDO offers a competitive compensation package and is well placed within a unique industry. For qualified interested candidates please send your Resume or CV to [dude@extedo.com](mailto:dude@extedo.com).

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