



Senior Account Executive

TADIS is a Document Management Solutions Provider, Integrator and Scanning Service Bureau. We offer innovative solutions to the modern challenges of document and records management in today's business world. Currently, we have an employment opportunity for a Senior Account Executive in Schenectady New York. Please reference the job description below to see if you have the experience and qualifications to succeed in our dynamic environment.

The position of Senior Account Executive includes but is not limited to the following responsibilities: a minimum of five years previous sales experience; presenting and selling scanning solutions, services as well as scanning, storage and retrieval technologies to potential clients. This individual must be capable of generating revenue to meet annual sales goals; developing and implementing territory plans, identifying prospective customers and leads. Capabilities desired include the aptness to follow through with the sales process from inception to close as well as the maintaining of records and sales activity reports. Project selling experience with outstanding follow-up skills combined with an understanding of imaging technology, document management, excellent management skills and sales techniques

If you possess the above mentioned skills and are able to thrive in a challenging yet rewarding field, please forward your resume along with salary requirements to be considered for this career opportunity.

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TADIS, LLC is an Equal Opportunity Employer.