

## **Account Executive**

Sefas Innovation is a leader in transactional document production with solutions covering document composition, data-stream reengineering and production management. We help our clients better communicate with their customers through all the channels: mail and electronic, and gain more control over their print and mail operations. Our Open Print Production Suite™ of products has helped our customers whom are some of the largest Fortune 500 companies and who handle some of the largest print and mail operations facilities in the world. Sefas has an immediate opening for a remote based Account Executive position. Additional information on the company is available at [www.sefas.com](http://www.sefas.com)

## **Requirements**

- Proven track record of selling enterprise software to Fortune 500 companies
- Experience with document composition and/or post-composition software
- Experience with large ADF and print and mail automation is a plus
- Excellent written and oral communication skills
- Superior customer face-to-face and presentation skills
- Business degree (BA Business or MBA) desired
- Capable of traveling up to 80% of time
- Salesforce.com knowledge

## **Your expertise**

- Managed quota of > \$2Million
- Achieved or exceeded sales objectives
- Experience with products such as Dialogue, DOC1, StreamWeaver, Infoprint Workflow is desired

Sefas Innovation™ offers an open and stimulating environment with an attractive benefits package. We seek professionals who wish to expand their skills and exposure in a dynamic and rewarding organization. To respond to this opportunity, please email your resume and cover letter to: [pheymann@sefas.com](mailto:pheymann@sefas.com)