

## Account Executive - Inside Sales



### About One View

One View enhances the productivity of auto dealerships by giving them electronic access to and ultimate control over their data. Since 1997, One View has lead digital document management including scanning, archiving, and reporting for the automobile industry. One View stores data in a way that is easy to search, retrieve, transfer and use whenever businesses need access to it. To date, One View has serviced over 3,000 dealers monthly. For more information, visit [www.one-view.com](http://www.one-view.com).

### The Position

We are looking for Indianapolis based Sales Professionals with a history of being star performers- individuals who can prospect and close new business using the phone and internet based tools. Successful candidates will reach out to decision makers via cold calls and emails and be able to match their needs to our solutions. The position is best suited for someone who can maintain a high level of activity while using their sales skills to overcome objections and close business.

### Essential Duties and Responsibilities

- Conduct research and prospect via the phone to gain insight and secure demos
- Perform demos via Web-Ex (there will be significant training)
- Use your consultative selling skills to uncover needs and overcome objections to close business
- Leverage our incredible base of current accounts for referrals
- Follow up on leads in a methodical manner
- Record all activity on our CRM system (NetSuite)
- Collaborate with your teammates to leverage best practices
- This job requires a high volume of outbound phone calls. Resiliency is a must!
- Celebrate your many individual and team wins!

### Qualifications

- Minimum 2 years' experience in an inside sales role
- Motivated self-starter with a positive attitude
- Relentless tenacity - You must be able to pick yourself up and keep going
- Willingness to learn and try new and creative approaches
- Automotive experience and/or experience selling technology is preferred but not required

### Benefits

- Competitive Salary plus uncapped commission plan!
- Medical/Vision/Dental
- Paid Time off (Vacation, Holidays, Sick days)
- Casual Dress

Please submit CV with cover letter to [careers@one-view.com](mailto:careers@one-view.com)