

**Position: Sales Executive – AEC Software**

This is an excellent opportunity with a small, growing software company for a business application software sales executive to sell Trelligence Affinity™ software – a unique and innovative early design solution for architectural programming and schematic design – to the AEC (Architecture, Engineering & Construction) industry.

Our customers are architecture, facility planning design/build firms, and facility owners. Our software helps these firms plan and design buildings that meet their clients' needs and objectives. Affinity works with CAD and BIM (Building Information Modeling) solutions (Autodesk Revit, Graphisoft ArchiCAD, Google SketchUp and IES<VE>), extending the benefits of BIM into early design.

Summary

Sell the full suite of Affinity software and related services directly or via partners to a large number of named accounts/non-named accounts/geographical territory.

Job Description

Primary job duty is to sell business applications software/solutions and related services to prospective and existing customers, as the leading contributor individually and as a team member. Manage sales through forecasting, account resource allocation, account strategy, and planning. Develop solution proposals encompassing all aspects of the application. Participate in the development, presentation and sales of a value proposition. Negotiate pricing and contractual agreement to close the sale. Identify and develop strategic alignment with key third party influencers.

Job Requirements

- Bachelor degree or equivalent.
- 5 years field sales experience with focus on large strategic accounts including applications sales experience.
- Highly developed selling, customer relations and negotiation skills.
- Successful sales track record.
- Interaction with C level players.
- Team player.
- Ability to penetrate accounts and meet with stakeholders within accounts.
- Excellent written, verbal, presentation and interpersonal skills.
- Must be proficient at performing 'live' software demonstrations.
- Strong PC and Microsoft Office software proficiency.
- Direct experience in the AEC industry is a distinct advantage.
- Knowledge of Building Information Modeling (BIM) and the building lifecycle process is a distinct advantage.

Additional Job Details

- Travel: Occasional
- Location: Houston, Texas 77027
- Compensation: Salary + Sales Commission
- Benefits: Group Healthcare

About Trelligence (www.trelligence.com)

Trelligence Affinity™ is a unique and comprehensive software solution for the worldwide AEC industry that offers a full suite of architectural programming, early design, and design-to-program validation analysis tools. Affinity also delivers seamless interoperability with Revit® Architecture, Google SketchUp™, ArchiCAD®, and IES VE-Gaia & VE-Navigator for LEED®, for an efficient and integrated project lifecycle that enables real-time design-to-program analysis and unprecedented early sustainability analysis. In addition, Affinity incorporates a repository approach that supports a wide range of data formats in use in the AEC industry. Trelligence is an Autodesk Preferred Industry Partner for the AEC Industry.

Send resumes to: hr@testfirsthiring.com.