

Executive Summary: Account Executive

Mesh Systems (“Mesh”) is seeking to hire **Account Executives** to help spearhead efforts to sell world-class IoT solutions to customers across various industry verticals. Account Executives will be responsible for prospecting new opportunities, guiding prospects through an initial needs analysis, presenting the proposed solution, and closing deals. Ability to “quarterback” deals and manage the sales cycle is crucial. This is a unique opportunity to collaborate daily with internal and external stakeholders at Fortune 500 companies, SMB’s, and key partner organizations such as Microsoft. Travel is anticipated to be approximately 25-50% of your time (dependent on travel advisory conditions).

The ideal candidate will possess a naturally curious, determined, and agile attitude. You will report directly to the VP of Business Development and will work alongside the Product and Marketing teams to optimize growth and boost client acquisition. You will play a key role in conveying innovative solutions clearly and concisely in both written and presentation formats to a diverse audience of technical and business-minded stakeholders and decision makers. Above all, we’re looking for somebody who is versatile, driven, and willing to show grit to exceed our goals!

This position is full-time with salary, incentive compensation, benefits and is envisioned as a hybrid work environment based in Carmel, IN.

Job Responsibilities:

- Build your pipeline of opportunities that fit our targeted goals
- Develop trusting relationships with your prospective customers by displaying a thorough understanding of their needs
- Express knowledge of Mesh’s value proposition and engage with operational resources to meet and surpass customer expectations
- Articulate value of the proposed solution and be fearless of business impacting questions
- Lead the creation of detailed proposals and engaging presentations for opportunities
- Partner with internal key stakeholders (e.g. Solution Architects, Technical Principals, etc.) to educate the market on Mesh’s IoT solutions and services
- Central point of contact for customer business stakeholders
- In-depth research of industry-related topics including terminology/marketing language, go-to-market strategy, competitive landscape, technology roadmaps, and partner ecosystem
- Express a creative and entrepreneurial tenacity with strong aptitude to learn something new everyday

Requirements:

- Bachelor’s degree in a business-related subject
- 3-5 years of previous success in technology-related sales and/or account management
- A keen interest in Emerging Technology and Innovation
- Ability to work in a fast-paced environment
- Possess organizational and time management skills
- Proficient computer skills, specifically Microsoft Excel, Word, and PowerPoint
- Excellent written and verbal communication skills, with the ability to comfortably interact at an executive level
- Travel domestically and internationally as required

Working at Mesh has its Perks!

Salary, company bonus, medical, dental, vision insurance, 401k plan with match, flexible work from home, growth and development opportunities, flextime off, company paid life insurance, Friday lunch & learns, and unlimited snacks, fruit, coffee, and sodas!

About Mesh Systems:

[Mesh Systems](#) is an Internet of Things (IoT) Solutions Innovator that helps enterprises achieve digital transformation. With over 16 years of experience working with Fortune 500s and industry leaders, Mesh Systems has IoT engineering competency across hardware, software, wireless technologies, and cloud services. We have been regularly awarded as one of the most innovative companies in the IoT ecosystem. As a sales-driven, partner-focused organization, we continuously seek to drive value and maximize the benefits of IoT for the enterprises we serve.

What is the Internet of Things (IoT)?

IoT is a business revolution that has been brought about by incremental advances in technology. Internet-connected devices are all around us in the form of tablets, smartphones, and laptops, but IoT is about connecting the plethora of other *things* to the internet like espresso machines, beer tap handles, light poles, thermostats, and industrial machinery. By extracting key information from these devices, companies can better understand their customers, increase the safety and sustainability of their products, and fundamentally reinvent their business models. IoT is growing fast and is expected to be a \$500 billion industry by 2023. There has never been a more exciting time to be a part of this field.

Equal Opportunity Employer:

Mesh Systems is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. Our goal is to employ a diverse mix of talented people who want to come, to stay and do their best work.