



Tada Cognitive Solutions, LLC

Sales Executive

The company

Tada Cognitive Solutions is changing the way business is conducted. Our digital platform ingests information from varied data sources and synthesizes that data to create a Digital Duplicate of your business. This Digital Duplicate is a digital representation of your entire operation, allowing you to explore connections between previously siloed pieces of data. Decision makers can now immerse themselves in their business data, using it as a catalyst for digital transformation and operational change.

The position

The Sales Executive position is responsible for sales, account management, and business retention for Tada products in support of profitable growth. The incumbent provides subject matter expertise, lead generation, sales presentations and account support for the applicable product segment. This person will be responsible for qualifying leads from a variety of entry points. In addition, this person will be expected to develop and cultivate strong relationships with key customers to maximize sales opportunities and achieve profitable growth.

Seniority level: Mid-senior level executive

Employment type: Full-time

Fundamental components of the position:

- Responsible for selling solutions to business segment customers
- Provide subject matter expertise to internal Solution Architects
- Work in conjunction with Tada's internal marketing team to generate and qualify leads appropriately
- Articulate Tada's value proposition to respective markets
- Keep accurate and detailed records in Tada's preferred CRM system
- Collaborate with internal partners and/or external constituents to uncover profitable growth and cross-sales opportunities within new or existing customers
- Make formal presentations and pitches to customers in order to gain the sale
- Develop, maintain, and communicate product expertise



Candidate background/experience

- 5-10 years of industry and sales experience
- Proven organizational skills along with strong communication skills, professional appearance and demeanor
- Self-motivated, self-starter with the ability to work independently and under minimal supervision
- Proven experience in creating and delivering formal sales presentations
- Educational requirements include the following:
 - Bachelor's degree in Business, Marketing, Management, or Engineering
 - Graduate level experience preferred

Interested candidates should email their resume to info@tada.today using the subject line "Sales Executive Job Applicant_YOUR NAME"

