

JOB TITLE	Sales Executive	JOB LEVEL	Senior
REPORTS TO	Chief Revenue Officer	DIRECT REPORTS	N/A
POSITION INTO	Specialist	NEXT POSITION	N/A
DATE OF REVIEW	April 2023	DATE OF SIGN OFF	April 2023

PURPOSE OF JOB

Our Mission at visionAI is engrained into everything we do. We believe that we can inspire each person to reach a higher potential through innovative technology solutions. At visionAI, we place people at the centre of everything we do to ensure a seamless blend of people, process and technology that fosters innovation. As the Microsoft AI partner of choice our culture embraces an ethos of being First and ensuring that in everything we do, we create a better tomorrow.

visionAI is centred on embracing a growth mindset, a theme of inspiring excellence, and encouraging teams and leaders to bring their best each day. How we drive better business, is we place people at the centre of everything we do, we are passionate driven and engaged, we simplify complexity to drive quality and WE do what we say and say what we do. You can help us achieve our mission for a better tomorrow.

PROFILE OF JOB

NONE: Role has none of this descriptor

MIN: Role has a minimum amount of this descriptor, less than 50% of time

MOST: Role has a lot of this descriptor, more than 50% of time

Max: Role has all of this descriptor, 100% of time

DESCRIPTOR	NONE	MIN	MOST	MAX
Control: resources over which this role has decision rights			X	
Accountability: measures used to evaluate this role's performance			X	
Influence: extent of the network of people with whom this role must interact to do this job				X
Support: help this role can expect from people in other units				X
Responsibility: extent to which the role holder can see impact of own performance on outcomes of role				X



OUTLINE OF JOB DUTIES

1. **RESPONSIBILITIES**

The Sales Executive at visionAI develops new accounts and/or expands existing accounts within an established geographic territory, industry, product segment, or channel. Embracing a challenger mindset, the successful Sales Executive manages, orchestrates, and closes opportunities with customers that produce transformative business outcomes. The focus of the Sales Executive role is hunting for new customers in primary markets focused on selling visionAI's established products and solutions thereby driving the adoption of visionAI's computer vision platform. Key accountabilities include: to define multiyear strategy, enabling hypergrowth, and maximizing value generation with our customers.

2. **BUSINESS DUTIES:**

- a) Developing growth strategies and plans
- b) Managing and retaining relationships with existing clients
- c) Increasing client base
- d) Having an in-depth knowledge of business products and value proposition
- e) Writing business proposals
- f) Negotiating with stakeholders
- g) Identifying and mapping business strengths and customer needs
- h) Researching business opportunities and viable income streams
- i) Following industry trends locally and internationally
- j) Drafting and reviewing contracts
- k) Reporting on successes and areas needing improvements
- l) Orchestration, planning, execution
- m) Clear communication of and achievement of company's mission and vision as it relates to own business area.
- n) All business development activities with new clients including but not limited to sales, marketing, events & demos related to own business area.
- o) Accountability for achievement of budget within individual and all up target (incl. Sales mix)
- p) Works within the defined industries – prioritising Insurance and Manufacturing
- q) Communication of key risks and issue in business area.
- r) New business account plans
- s) Research at a tactical and strategic level.

- t) Drive relationship with Microsoft and partners – account planning and accountability

TECHNICAL SKILLS & QUALIFICATIONS REQUIRED

1. Microsoft Sales Specialist accreditation (preferable)
2. Any technical pre-sales experience or understanding of cloud, SaaS, IT and/or OT environments (advantageous)

EXPERIENCE REQUIRED

- 6+ years of solution selling or consulting with mid-market and enterprise organisations (preferably across multiple geographies).
- A proven and consistent sales track record of being a top performer in winning new business (ideally including annuity based, subscription revenues)
- Ability to open doors with desirable prospects and always have a full diary of new prospect meetings.
- Microsoft Azure Experience, Computer vision experience, Digital transformation experience (preferable, but not essential)
- Experience to work with culturally diverse and remote teams across different disciplines.
- Proven ability to understand customer needs, create and deliver customized, customer-focused pitches and solutions.
- A “we-before-me” and the “customer first” mindset that delivers long term success over short term returns.

OTHER SKILLS REQUIRED

- Excellent verbal and written communication skills.
- Business acumen and experience.
- Work well under pressure and commit to deadlines.
- Have excellent people skills and intuitive to customer’s business needs.
- Calmly deal with customer complaints and issues.
- The ability to work independently and within a team.
- Basic accounting and/or technical knowledge.
- Establish and maintain a professional relationship with clients.
- Coordinate with various teams so that the customer’s expectations are met.
- Continue their assessment of a client’s needs and business objectives.
- Help develop initiatives to increase customer satisfaction and retention.



- Assist all teams to meet financial targets and growth objectives.
- Help management with company-wide strategic planning.
- Upsell a company's services and solutions.
- Manage a client's projects from beginning to end.
- Take a client's requirements and assist with plans to meet those requirements.