



Job Title: Sales Executive – NB  
Cost Center (CC): 312  
CC Name: New Accounts  
Reporting to: VP, Sales  
Exempt Status: Exempt  
Prepared Date: 04-27-2011

International Decision Systems, Inc. is a world-class software developer of enterprise level software for the commercial finance industry. Headquartered in Minneapolis with global offices in Australia, Europe and India, IDS has a 30-year history of serving the majority of the top 200 leasing organizations worldwide. IDS' customers are among the largest publicly traded organizations in the world and they value IDS for its nimble, responsive technology expertise. At IDS you'll be part of an innovative team of professionals who serve the world's commercial finance industry with progressive products and financial depth only available from an integrated strategic partner.

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**Job Summary:**

Achieve revenue and sales targets by performing all aspects of the sales process for selected IDS products

**Essential Duties and Responsibilities:**

- Proactively sell enterprise applications and related products, services and solutions on a consultative basis
- Generate new sales leads through consistent prospecting and industry activities
- Successfully lead the sales process and pre-sales resources from point of customer contact to "go live date"
- Communicate value proposition at the executive level throughout sales cycle
- Forecast, monitor and achieve sales goals
- Provide market feedback to the Product Management to help shape product/services marketing and development
- Stay current with IDS' and competitors' products and information

**Additional Responsibilities:**

- Must be able to work in cooperation with multiple departments.
- Organize, prioritize, and handle multiple tasks/assignments/projects.
- Participate in proactive team efforts to achieve departmental and company goals.
- Provide leadership to others through example and sharing of knowledge/skill.
- Perform other duties as assigned.

**Experience/Education:**

- Bachelor's degree from a four-year college or university or equivalent experience
- 3-5 years sales experience, preferably at the executive level
- Demonstrated knowledge of leasing industry and business practices
- Technical knowledge and enterprise software sales experience is required
- Self-motivated, resourceful, and organized
- Excellent writing, verbal, and presentation skills
- Strong negotiating skills and excellent PC skills
- Ability to perform duties with nominal direction
- Travel will be required, up to 50%

Candidate must be able to pass criminal and credit background check.



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*This job description is intended as a summary of the primary responsibilities and qualifications for this position.  
The job description is not intended as inclusive of all duties an individual in this position might be asked to perform  
or of all qualifications that may be required either now or in the future.*

**Please send your resume to [staffing@idsgrp.com](mailto:staffing@idsgrp.com)**