

Account Executive Software (USA)

Location: Chicago, USA (with ~50-75 travel days per year)
Reports to: Vice President of Sales, North America

About Us

We are seeking an experienced Account Executive to join our team and drive sales growth within the North American region, focusing on our advanced software solutions within SCADA and Power Control. Reporting directly to our Vice President of Sales US, you will be responsible for generating new sales opportunities and managing key accounts. Your primary focus will be on ensuring the success of our clients in the competitive landscape of renewable energy.

Position Overview

The Account Executive (AE) is a key contributor to driving software sales and revenue growth in the North American renewables market. Based in Chicago, the AE will manage the end-to-end sales process, from identifying and qualifying leads to closing deals and nurturing client relationships. Reporting directly to the VP of Sales, this position requires a proactive, results-oriented approach and the ability to engage effectively with stakeholders across all organizational levels.

Key Responsibilities

- Collaborate with Business Development to identify and qualify leads.
- Conduct outreach to new clients and analyze emerging business opportunities.
- Understand customer needs, pain points, and operational challenges.
- Present and demo tailored software solutions to prospects.
- Develop and execute strategic account plans to grow revenue.
- Maintain accurate and detailed CRM records of customer journeys.
- Provide customer insights to internal teams regarding market trends and product needs.
- Represent the company at trade fairs and other industry events.

Qualifications

- **Work Experience**
 - 5+ years of technical or commercial sale experience in renewable energy, particularly SCADA software, O&M services, or technical asset management.
- **Education**
 - Degree in business or a related field preferred, but significant experience will be considered.
- **Skills & Competencies**
 - Proven track record in solution selling and commercial sales.
 - Strong technical understanding of SCADA systems and renewable technologies.
 - Excellent communication, negotiation, and relationship-building skills.
 - Self-motivated, proactive, and results-driven with a "hunter" mindset.
 - Familiarity with CRM systems and MS Office Suite.
 - Willingness to travel (50-75 days/year).
- **Attributes**
 - **Proactive:** Takes initiative to identify opportunities and act without being prompted.
 - **Self-Motivated:** Thrives in achieving personal and professional goals independently.

- **Customer-Oriented:** Deeply values client needs and prioritizes delivering exceptional service.
- **Results-Driven:** Focused on achieving targets with a competitive and solution-oriented mindset.
- **Resilient:** Maintains a positive attitude and persistence in the face of challenges.
- **Team Player:** Collaborates effectively while contributing to team success.
- **Adaptable:** Flexible in approach to sales strategies and changing market conditions.

Key Performance Indicators

- Achieve or exceed sales targets and revenue goals.
- Build a robust sales pipeline and onboard new customers.
- Increase wallet share among existing accounts.
- Ensure accurate CRM documentation of customer interactions.
- Contribute valuable market insights to internal stakeholders.

Why Join Us?

We are at the forefront of renewable energy, delivering cutting-edge SCADA and software solutions that empower our customers to excel. As part of our team, you'll contribute to a cleaner, more sustainable future while growing your career in a dynamic, supportive environment.

Apply Today!

Apply

Does this sound like your next challenge?

To apply, please send your resume and application via our [website](#).

If you have any questions for us, you are more than welcome to contact our General Manager & VP Sales, Matthew Burt +1 312 803 6950. We review candidates on an ongoing basis, so please don't hesitate to get in touch.

We are SCADA International

We are an energy powerhouse committed to supporting our customers across their entire value chain. From planning and designing to implementing and managing their portfolios of assets, we empower our clients to achieve their vision of a sustainable future.

When joining SCADA International, you join a dynamic company with vast experience in power regulation and control, data monitoring, grid modeling, and consulting within renewable energy. Our team includes employees in business units located in Denmark, Germany, Poland, Romania, Spain, Portugal, the US, and Ukraine, reflecting our multicultural organization and diverse expertise.

We are committed to ensuring the well-being and safety of our employees, as they are the backbone of our operations. Working with us, you will become part of a friendly environment with +240 innovative and bright colleagues.