

Established in 1976, DATAMATX has grown into one of the nation's leading providers of variable print and electronic distribution for billing solutions. We are seeking a Sales Executive to sell Print/Mail and eDelivery solutions to, healthcare, insurance, and financial institutions. Partial product list is, but not limited to print/mail and EBPP.

**GENERAL DUTIES AND RESPONSIBILITIES:**

- Cold-call and prospect.
- Solicits and maintains network of prospects
- Works as a member of a sales team to sell assigned products or services to identified key accounts
- Responds and completes RFP's as they are assigned
- Demonstrates Datamatx solutions either in person or using web-based conferencing tools
- Prepares and presents proposals to clients
- Negotiates, structures, and closes deals that meet customer expectations and Datamatx's ability to deliver; to provide product marketing support or specialized product sales expertise
- Meets sales goals and objectives
- Other related duties assigned as needed

**EDUCATION REQUIREMENTS:** Bachelor's degree or an equivalent combination of education and experience as required for the specific job level

**GENERAL KNOWLEDGE, SKILLS AND ABILITIES:**

- Ability to identify and qualify potential clients in the document distribution and eDelivery marketplace
- Ability to demonstrate technology solutions either in-person or via web-based conferencing tools
- Good understanding of specific Datamatx products and services
- General knowledge of financial and/or payment solutions technology including systems, applications and banking practices a plus
- Requires expert negotiation and communication skills, both written and verbal- Requires solid decision-making and problem solving skills
- Analytical skills are required to determine client business needs and requirements
- Ability to remain calm under various levels of pressure
- Ability to show established track record of involvement in industry trade groups preferred
- Requires the ability to establish and maintain effective working relationships with all levels of management (internally/externally), employees, clients and public
- Some travel required

We offer a full benefits package with a choice of health plans from Anthem BCBS and a 401k with match. Email resume and cover letter with salary requirement to [sales@datamatx.com](mailto:sales@datamatx.com). DATAMATX is an Equal Opportunity Employer. Local candidates preferable. Candidates must be able to pass pre-employment background screening including a drug test. Please visit our website at [www.datamatx.com](http://www.datamatx.com).