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Centrifuge Systems, Inc. – Inside Sales Account Manager

Centrifuge Systems, Inc., a venture-backed software company in McLean, VA, seeks an Inside Sales Account Manager to join its rapidly growing team.

Centrifuge Systems is a leading provider of next generation business intelligence software. Our groundbreaking approach, called Interactive Analytics (IA), brings together three modern innovations in analysis: Interactive Data Visualization, Unified Data Views, and Collaborative Analysis. Through the convenience of your browser, you can connect to data, explore it, and collaborate with others.

Born out of the US Intelligence Community, Interactive Analytics is being applied to national security problem domains such as homeland defense and cyber crime, and it has recently been introduced into the commercial business intelligence market. This technology helps organizations of every kind understand and reveal key non-obvious relationships in their data.

Position Overview: The Inside Sales Account Manager will be responsible for selling Centrifuge software directly to commercial (non-government) accounts. As needed, the Account Manager will be asked to drive select government opportunities and/or to work collaboratively with partners to close deals. The ideal candidate is a seasoned sales 'hunter' who is comfortable with technology and a startup setting. This role will report into the SVP of Commercial Business Development.

Job responsibilities include but are not limited to:

- Own, manage and drive direct sales opportunities, from lead qualification through deal closure.
- Engage with prospects primarily through phone- and web-based meetings.
- Focus primarily on commercial accounts but also on selected government opportunities if requested.
- Deliver initial, high-level Centrifuge business presentations and product demonstrations.
- Work closely with Sales Engineering to understand and address prospects' requirements.
- Build pipeline through prospecting activity to supplement Marketing Department lead generation efforts.
- Work with partners on account-specific deal activity.
- Maintain pipeline information in Salesforce.com CRM/SFA system.

Qualifications:

- At least 5 years experience selling enterprise software to commercial organizations via phone and Web.
- Two or more years of experience in business intelligence and/or business analytics software sales
- Track record of success in high volume and velocity sales environment.
- Superb communication and presentation skills. Comfortable delivering high-level product demonstrations.
- Trained and experienced in value-based selling approach.
- Experience engaging both business and technical audiences.
- Willing to perform prospecting activity as needed (e.g., cold calling).
- Experience in an early-stage (start-up) environment.

Preferred:

- US Citizenship
- BS/BA degree
- Experience using Salesforce.com

Please send qualified resumes to careers@centrifugesystems.com.

Centrifuge is an Equal Opportunity Employer