



Account Executive

Kiva Systems, Inc. is a rapidly growing Boston-based company that is revolutionizing supply chain operations. Our customers are large retailers, catalog operators, e-commerce and other companies that ship products to consumers, businesses and retail stores. Please see www.kivasystems.com for more information about us.

Kiva is seeking a talented and motivated individual to join Kiva's sales team as an Account Executive. The person in this role will be responsible for the prospecting, selling and closing of new business. The successful candidate will have a proven track record of sales success and understand what it takes to succeed in a high energy, fast paced environment. This position will report to the VP of Sales.

The Account Executive will be responsible for:

- Achieving or exceeding assigned quota
- Effectively communicating and presenting Kiva and the benefits of our solution
- Leading or assisting prospects in the development of ROI analysis
- Negotiating contracts
- Communicating effectively with Kiva management regarding all field issues
- Maintaining accurate records of all sales activity via Kiva's CRM system

The ideal candidate will have the following qualifications:

- Proven track record of closing multi-million dollar deals with senior executives
- Ability to structure and negotiate complex product solutions
- Experience in generating leads, qualifying accounts and effectively managing a pipeline
- Perform well in a fast-paced, high energy environment
- Possess excellent written and verbal communications skills
- Experience with Logistics and Material Handling space a plus
- Bachelor's degree with 5+ years experience as well as a documented track record of success

Please send qualified resumes to jobs@kivasystems.com with your name and the job title on the subject line. **No recruiters please.**