Intellinetics

Job Description: Enterprise Sales Executive
Reporting to: CRO

About Us:

Intellinetics, Inc. is a cloud-based document services and automation software provider. Our IntelliCloud™ suite of solutions delivers mission-critical document management, workflow automation and financial process optimization for organizations operating in complex, process-driven environments.

We are a company undergoing strategic transformation, with new divisions aligned around Software and Services. Our growth engine is our SaaS platform which enables organizations to modernize document-intensive workflows and improve operational efficiency. To support this growth, we are expanding our enterprise sales team.

Position Overview:

The Enterprise Sales Executive will focus on driving new business within our Software division by acquiring new enterprise customers. This role is responsible for managing complex, consultative sales cycles that involve multiple stakeholders across business, IT, finance, procurement, and legal teams.

You will work closely with solution engineers, marketing, and partners to navigate enterprise buying processes, build strong business cases, and position IntelliCloud's solutions as strategic investments that deliver measurable ROI.

Key Responsibilities:
- Identify and engage new enterprise prospects through outbound prospecting, inbound leads, and partner collaboration
- Own the full enterprise sales cycle from discovery and value qualification through solution design, proposal, negotiation, and contract execution
- Lead consultative discovery conversations to understand business objectives, operational challenges, and strategic priorities
- Build and present compelling ROI-driven business cases tailored to executive and cross-functional stakeholders
- Navigate complex buying committees including business leaders, IT, finance, procurement, and legal teams
- Develop and maintain a qualified pipeline that supports monthly and quarterly revenue targets
- Collaborate with solution engineers and internal stakeholders in a team-selling environment

- Utilize CRM and structured qualification methodologies (e.g., MEDDICC) to manage pipeline and forecast accurately
- Maintain disciplined prospecting and follow-up activity using modern sales tools and workflows
- Represent the company at industry events, conferences, and executive briefings
- Other duties as assigned

Requirements:
- 5+ years of experience in enterprise B2B SaaS or software sales
- Proven success managing complex, multi-stakeholder deals with long sales cycles
- Demonstrated ability to lead ROI and business case discussions with executive buyers
- Experience selling to cross-functional enterprise teams including IT, finance, and operations
- Strong consultative selling, discovery, and negotiation skills
- Ability to collaborate effectively in a team-selling environment with solution engineers and internal stakeholders
- Proficiency with CRM systems, virtual selling tools, and pipeline management
- Experience with structured sales methodologies such as MEDDICC is a plus

Preferred Experience:
- Background selling workflow automation, enterprise software, or SaaS platforms
- Experience navigating enterprise procurement and contract processes
- Familiarity with value-based selling and executive-level presentations
- Exposure to partner-influenced or ecosystem-driven sales models

Why Join Us:
- Opportunity to lead growth in defined verticals
- Strong product-market fit in underserved, document-heavy industries
- Team-oriented culture with cross-functional collaboration and support
- Competitive base salary and commission + benefits