

Heidenreich Innovations Job Description and Profile

Job Title: Account Sales Director of Singapore

Location: Ocean Financial Centre Level 40, 10 Collyer Quay, Singapore 049315

Heidenreich Innovations LLC is an independent company headquartered in Stamford Connecticut that owns and operates the web sites www.Q88.com, www.Baltic99.com and their latest acquisition Milbros Software, all serving the tanker, dry bulk and chemical tanker industries. Over 800 shipping companies with an aggregate fleet of 6,900 ships are using these applications.

Job Description:

Reporting to the CEO, the Sales Director of Singapore is a key role within the organization. This person will be responsible for identifying, qualifying and selling Heidenreich Innovation's SaaS solutions offered on the websites www.Q88.com, www.Baltic99.com and www.Milbros.com. A background in sales, the maritime industry and working in an inside sales environment is necessary to effectively function in this role.

This person will work closely with other resources in uncovering new business opportunities, setting appointments and presenting Heidenreich Innovations solutions to the appropriate decision makers within the prospect organizations. This role is crucial in the growth and development of Heidenreich Innovations by building and expanding on the previous successes of the company in recent years.

Summary of Key Responsibilities:

- Meet or exceed quarterly new sales targets
- Sell **new** accounts for Q88, Baltic 99 and Milbros
- Pass all sales training and certification
- Professionally represent Heidenreich Innovations to prospects, customers, partners and team members
- Represent Heidenreich Innovations at industry events, shows and customer meetings
- Follow the sales process, key activities and tools to ensure success
- Ensure compliance and use of CRM tools

- Building prospect lists and executing on them
- Expected key activity metrics
 - Build and maintain a sales funnel 3-4 times your quarterly quota
 - Acquiring 8-10 qualified meetings per month. A qualified meeting equals a meeting with the decision maker that has expressed interest in Heidenreich Innovation's solutions, via online web-demo
 - Identifying 5-8 new opportunities per month for the SaaS solutions



- Professionally conduct, online demos, proposals, trails and closes necessary to meet your quota
- Qualifying prospects in accordance with sales process, determining project timeframe, key contacts and funding sources
- Data entry of prospect and contact data in CRM database
- Travel to Countries in Asia to sell the solutions
- Targeted email campaigns
- Targeted phone blitzes
- Account Blueprints
- Approach strategies
- Providing feedback to CEO on effectiveness of outbound phone and email campaigns
- Adhering to Heidenreich Innovations selling processes, practices and rules of engagement

Educational, Technical and Functional Skills Required:

- College degree or equivalent experience
- Maritime industry experience (not required)
- Demonstrated experience in a customer facing role
- Demonstrated experience with Microsoft Office (Outlook, Word, Excel, PowerPoint)
- Demonstrated experience with database entry and management
- Possess solid time management and organizational skills
- Possess excellent oral and written communications skills

Behavioral Skills and Competencies Required:

- Positive outlook with strong goal orientation against measurable objectives
- Excellent listening skills
- Ability to influence others and create compelling lines of reasoning
- Strong organizational skills
- Strong customer service skills
- Strong presentation skills
- Ability to work in a self-directed environment
- Adaptable to a fast paced and changing environment
- Regular and predictable attendance is an essential function of the job

Desired Qualifications:

- Telemarketing, telesales, or other marketing support experience in a high technology company
- SPIN Selling®, Solution Selling™ or other sales training
- Mid-term career goals that include direct sales and willingness to travel

Compensation Package:

- **Base Salary:** Based on experience level



- **Commission:** Based on number of qualified and accepted meetings booked
- **Bonus:** Annual bonus if yearly target met

The above statements are intended to describe the general nature and level of work being performed by representatives in this job classification. The statements are not intended to be an exhaustive list of all responsibilities, duties and skills required of representatives so classified. All representatives may be required to perform duties outside of their normal responsibilities, as needed.

Please send resume to hr@heidenreich.net