



1328 East 43rd Court | Tulsa, Oklahoma 74105

Account Executive

Thank you for your interest in employment opportunities with Noria Corporation. Please submit cover-letters and resumes for this position to hr@noria.com. Noria Corporation offers competitive salaries and benefits packages including 401(k), medical, vision, dental, and life insurance benefits.

Summary: The objective of the Account Executive position is to conduct sales activities related to Noria's technical services, including but not limited to: general consulting, failure investigations, lubrication program development, training, etc.

Essential Functions:

- Develop strategic plans and sales strategies.
- Identify and develop new markets, new business opportunities and new customers.
- Call on customer management, upper management and VP level decision makers.
- Develop sales pipeline
- Develop and undertake presentations and negotiations with customers and prospects.
- Produce service schedules, proposals and deployment outlines.
- Serve as an account management liaison between our technical team and customer.
- Make recommendations on product and service development.
- Identify new or emerging revenue streams.
- Travel domestic and internationally when required.

Education/Background Requirements:

- Bachelor's undergraduate academic degree
- 5 years' successful experience as a sales professional in industrial marketplace.
- High level of proficiency in Microsoft Office software programs such as: Outlook, Word, Excel and PowerPoint
- Familiarity with ACT! Customer Relationship Management (CRM)
- Familiarity with Mavenlink project management



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