

Software Sales Account Executive – Corporate, Legal & Government – Pittsburgh PA

About DocsCorp

DocsCorp is a global software company that empowers corporations, financial institutions, governments, law firms and accounting firms, to create, manage and store business-critical documents through a variety of workflows. DocsCorp focuses on providing unique software products used by Document Management Professionals, particularly those using ECM software such as iManage, OpenText, Trim, Objective and SharePoint. Its pdfDocs Desktop, compareDocs and Content Crawler software applications are developed in its Sydney R&D center and are marketed worldwide.

Headquartered in Sydney Australia, DocsCorp currently provides its software products to 32 countries, and has full time sales and support teams located in Sydney, London, Chicago, New York, Pittsburgh and Portland. DocsCorp maintains a client base of around 2,500 customers worldwide.

About the Role

DocsCorp is currently seeking an Account Executive for its Mid-West North American operations. Based in Wexford PA office, this role will target clients throughout the Mid-West, mostly focused on organizations using ECM applications. The Account Executive would work with Docscorp Authorized Resellers as well as directly with clients. DocsCorp's North American sales team geographically diverse, energetic and is looking for significant growth this year.

This role will require a combination of great hunting skills to seek new business opportunities while working with our existing client base of over 500 companies in promoting additional products and managing recurring revenue streams. Applicants should ideally have experience in selling Document Management, Practice Management, or similar application software to legal, accounting, corporate or government clients in North America. Consideration will also be given to applicants currently working as Technical Pre-Sales looking to move up to a purely sales-focused role. This could be a great opportunity to move up a level in your career!

If you are rewards driven, and self-motivated, this role will reward you handsomely.

The role is based in the Pittsburgh (Wexford) PA office with a small amount of interstate travel required. Web based software presentation tools are used extensively for client presentations where possible to increase efficiency.