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## Sales Account Executive

Permanent, Full time position, Ann Arbor, MI

**About Us:** NeuroNexus is a rapidly growing neurotechnology company specializing in the development and commercialization of high-value neural interface technologies, instrumentation systems, and analytics and visualization software for neuroscience and clinical applications. Renowned for our professional-grade devices, systems, and tools, we empower groundbreaking discoveries in the life sciences. Based in Ann Arbor, Michigan, USA, with operations in Boston, Massachusetts, NeuroNexus is the operating company of the NEL Group, Inc.

**Job Description:** As a Sales Account Executive, you will be the primary relationship owner for an assigned geographic territory and/or key accounts, accountable for achieving sales targets. Your responsibilities include driving territorial sales growth, customer retention, and new prospect development. This role demands quick and accurate responses to customer inquiries, multitasking in a fast-paced environment, and collaboration within a team. The ideal candidate possesses strong communication skills, a positive attitude, and the ability to organize multiple projects while meeting deadlines.

### Expectations/Responsibilities:

- Business development through phone, email, and networking (80% outside sales, 20% managing recurring business).
- Identify qualified leads, manage prospects, and secure all lines of business to exceed monthly margin growth goals.
- Utilize target lists, LinkedIn connections, and personal networking for lead generation.
- Adhere to safety and quality requirements, increase sales volume, and engage new and existing users.
- Establish and develop strong customer relationships, efficiently manage resources, and align solutions with customer needs.
- Stay abreast of relevant technical applications, products, and services in the territory.
- Maintain customer and business data in the Company CRM and execute the customized sales process.
- Proactively participate in solving customer support issues to maintain key account relationships.

### Desired Attributes:

- Insatiable drive to succeed, coachability, and innate curiosity.
- Active listening, attention to detail, and results-oriented mindset.
- Exceptional interpersonal skills, tenacity, and high energy.
- Demonstrated ability to function independently and efficiently.
- Excellent business communication, writing, and presentation skills.
- Enthusiastic about science, neuroscience, and eager to understand brain function.

### **Ideal Candidate Requirements:**

- Ability and experience selling to all levels within the organization.
- Quick learner, adaptable to a dynamic environment, and strategic in finding new business.
- Consultative value-based, relationship-driven sales approach.
- Ability to manage executive-level customer relationships and handle multiple complex sales cycles.
- Creation and execution of quarterly and annual business plans.
- Experience with business and CRM software including Excel, Word, and PowerPoint. (Experience with NetSuite and HubSpot CRM is a plus.)

### **Minimum Qualifications:**

- Bachelor's degree in engineering, Business, or Science field, or equivalent experience.
- Familiarity with global neurophysiology research markets and academic environments.
- Alignment with NeuroNexus CORE values: Innovation, Drive, Resilience, Collaboration, Integrity, Excellence.
- Proven track record of consistently meeting or exceeding sales goals.
- Experience managing the entire sales cycle from beginning to close.

### **Best Reasons to Work at NeuroNexus:**

- Innovative organization and a team of performers.
- Team-oriented workplace with a great company culture.
- Known and respected company with an excellent reputation.
- Humble environment determined to succeed through continued growth.
- Individuals with aligned morals, beliefs, and work ethics.
- Passionate and determined candidates will find success and fulfillment.

**How to Apply:** To apply for the position of Sales Account Executive at NeuroNexus, please submit your resume and a cover letter outlining your qualifications and enthusiasm for the role to [jobs@neuronexus.com](mailto:jobs@neuronexus.com).

**NeuroNexus is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.**