

Business Development Executive – Manufacturing & Production Analytics Solutions North America

Job Summary: Lone Star Analysis is a leading predictive analytics solution provider focused on client performance optimization through digital transformation. Our proven TruNavigator™ and AnalyticsOS™ Augmented AI software suites use digital models that enable organizations to dramatically improve both their top and bottom lines. www.Lone-Star.com

The Business Development Executive – Manufacturing & Production North America will be responsible for acquiring new clients who could benefit from applying our analytics solutions to their manufacturing processes, equipment, and operations. This is a mid-level, individual contributor sales position reporting directly to the Group Vice President of Performance Optimization. The position is measured by and expected to achieve all agreed upon sales goals for the Manufacturing & Production assignment.

Summary of Essential Job Functions:

- Achieve assigned sales quotas based on corporate revenue growth goals.
- Research, identify, engage and acquire new customers.
- Maintain sales forecasts.
- Measure and report sales results.
- Collaborate with Marketing, Technical, Account Management, and Product leadership to recommend new product offerings.
- Identify areas for improvement and implement positive change.
- Build and maintain Lone Star's brand, establishing our position in the market.

Minimum Requirements:

- 3+ years documented success in selling analytics software or services, management consulting, and/or enterprise software to the Director, Vice President and C-level.
- 3+ years direct selling experience to Mid-Market through Fortune 1000 companies.
- Demonstrated knowledge of Manufacturing and Production related industry dynamics and nomenclature.
- Experience with and ability to describe enterprise-level analytics use cases and value attainment.
- Ability to describe key solution concepts such as desktop, edge, and cloud-based processing, Augmented AI, predictive analytics, IoT, and digital transformation.
- Demonstrated experience negotiating sales agreements.
- Exemplary written and verbal communication skills.
- Excellent interpersonal, planning, and organizational skills.
- Bachelor's degree required.

Working Conditions: Position is located in Dallas, TX, but would consider other locations. Travel will be Required (approximately 50% or more)

Compensation: Lone Star provides a competitive compensation package and excellent benefits including competitive salary, bonuses, stock options, 401K, medical, dental, and vision benefits.

We believe that equal employment opportunity supports the achievement of Lone Star goals. We are committed to fair and equal opportunity as we recruit, hire, train and promote persons in all job titles without regard to a person's race, color, religion, sex, national origin, age, non-job-related disability, veteran status, genetic information or other protected group status.