

Company

LogicTree provides speech-enabled IVR solutions for transit and transportation agency call centers. Our TransitSpeak™ family of IVR products automates complex customer service tasks such as Transit Trip Planning, Fixed Route Schedules, and Paratransit Trip Confirmation and Scheduling. Our TravelerSpeak™ 511 systems provide traveler information to 40% of the 511 service population in the United States. Our unique blend of transit and transportation experience, patented technology, and speech automation expertise allows us to deploy IVR solutions rapidly and affordably, helping agencies improve customer service and lower call center costs.

Opportunity

We are seeking Senior Account Executives in the Midwest and the West Coast who will be responsible for selling IVR solutions to State and Local Government transit agencies.

Responsibilities

- Price, Propose and close large customer solutions
- Develop and maintain account relationships
- Maintain and/or exceed annual quota requirements

Required Skills

- High personal integrity
- Strong leadership skills
- Technical aptitude
- General business acumen
- Opportunity Sensing
- Creative Thinking
- Excellent presentation skills

Education/Experience

- Transit experience, either from work or prior selling
- Minimum ten years of successful sales experience
- College degree; Masters a plus