

Description:

This is a great opportunity with established, highly successful Software Company of 20 years! A Software Sales position is available with a great Point-of-Sale (POS) and Inventory Management product that spans across key industries.

We are seeking dedicated accounts managers in the Oklahoma City, OK, Kansas City, MO, Dallas, TX, and Little Rock, AR geographic territories. You will work with business owners that are eager to move forward with next generation software solutions that improve their operations. You will be based out of a home office, but will report to the company headquarters in Largo, FL.

You will be responsible for outside sales growth through cold calling, lead follow through, business development, field prospecting, trade show attendance and existing account management. You will prospect, qualify, define business issues, assess impact, enable vision, quote, close, oversee the delivery process and manage the account to continually expand the sales potential of the relationships.

Job Duties and Responsibilities:

- Meet the sales goals of the Company.
- Build a healthy pipeline of prospective clients.
- Move prospective clients through the sales process.
- Acts as primary point of contact for ongoing account management post implementation for new and existing client base.
- Promote products and represent company at off-site customer meetings.
- Attend tradeshow.
- Research territory, compose, monitor, and work a Territory Plan. Identify key accounts.
- Allocate time to strategically address means of capturing market share.
- Establish a Channels Network and assist them in expanding company sales.
- Provide internal and external clients with project plans that ensure successful capture and deployment.
- Maintain records of all account activity within sales database. Identify contacts in accounts and conduct strategic calls.

- Maintain a personal development plan that shows a commitment to efficiency, effectiveness, and accountability.

Qualifications:

- This person must have a minimum of 5 years prior experience selling Point-of-Sale software solutions.

- Must have a record of working small business owners.

- Strong presentation and communication skills via phone, web and in person.

- Must be able to compose written correspondences that are detail oriented, professional, and thorough.

- Strong technology skills. Candidate must be able to do complete product demonstration and credibly discuss technical topics such as 3rd party integrations.

- This person must have strong time management and mature negotiation skills

- This person will report directly to the VP of Sales

- This person will turn in weekly sales reports and track all opportunities in a "Pipeline" fashion.

- Bachelor Degree is required

- This individual must be self motivated and very disciplined

- This person will have full access to the team in the home office in order to close sales opportunities.

- At least 4 years of business-to-business (B2B) successful account management and account development experience is also a plus.

- Ideal candidate will have knowledge of Point-of-Sale systems, Inventory Management, Data-backup Services, Money Service Businesses, Collateral Loans, and the Financial Software Industry.