Executive Enterprise Software Sales Job

Employer Name:

SpiderID: 12459542

Location: Scranton, Pennsylvania

Date Posted: 4/26/2022

Wage: Negotiable

Category: Information Technology

Job Code: CRB EXEC SALES

Job Description:  
  
Prospect and generate leads by creating and executing a Sales Territory Plan that includes focused cold calling, working with marketing on email campaigns, webinars and other activities to generate leads  
  
Provide value and metrics and ROI of PLM solutions in proposals to clients  
  
Establish growth plans for existing accounts  
  
Maintain a sales pipeline and accurate forecasts to achieve targets and quotas  
  
Drive opportunities from end to end through the full sales cycle sales  
  
Promote software subscription renewals and client services  
  
   
  
Key Requirements include:   
  
Bachelors Degree  
  
3-5 years successful sales experience to the Discrete Manufacturing Industry in a highly competitive environment. Knowledge of PLM systems is a plus.  
  
Experience developing and executing a Sales Territory Plan/Strategy resulting in significant revenue growth  
  
Excellent listening, written and verbal communication skills combined with very strong presentation skills  
  
Team Player Microsoft Office skills including Outlook, Powerpoint and Excel  
  
Ability to "Hunt" - generate, qualify leads and manage via Salesforce CRM  
  
Ability to identify decision-makers and build strong relationships with customers  
  
Mentality of a "Closer"  
  
Understanding of Sales Methods and Skills such as Top Down Selling, MEDDICC, etc.  
  
Self-Discipline and drive to work independently  
  
Professional presence and credibility  
  
Ability to travel 50% of the time  
  
   
  
We are looking to addcandidates that contribute to our culture and are eager to grow and develop their careers with us. If you enjoy a work environment that is fast paced, hands-on, and results-oriented, then this company is the place for you.  
  
Based upon experience we offer a lucrative compensation model that is a mixture of fixed and variable compensation.   
  
All qualified applicants will receive consideration to join the team without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability status.   
  
All qualified applicants will receive consideration without regard to race, age, color, sex (including pregnancy), religion, national origin, disability, sexual orientation, gender identity, marital status, military status, genetic information, or any other status protected by applicable laws or regulations.  
  
   
  
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Start Date:   
  
  
Position Type: Full-Time Permanent  
  
  
Years of Experience Required:   
  
  
Education Required:   
  
  
Overnight Travel:   
  
  
Vacation Time:

Contact Name: GPAC

Company: GPAC