Enterprise Software Sales Job

Employer Name:

SpiderID: 12449137

Location: Cleveland, Ohio

Date Posted: 4/22/2022

Wage: Negotiable

Category: Information Technology

Job Code: CRBENTSWSALES

As an Enterprise Account Executive, you'll focus on named Enterprise and Strategic accounts; helping to enable some of the most successful software, hardware, media, telecom and IOT companies to sustain rapid growth and transform their entire business. This isn't just any software sales role. This will be the most interesting sale you've ever made as you, a trusted business partner, take a seat at the decision-making table and pioneer business transformation with our future customer'sC-Suite and board members. You will be the CEO of your territory and career - owning, driving the strategy and leading the sales cycle with a cross-functional team including our award-winning customer service team. Be challenged and supported as a salesperson to grow as you'll be surrounded by some of the brightest and most visionary people both in and outside  
  
What you'll do &amp; achieve:  
  
Complete in depth on-boarding and sales training to become an expert in messaging, products and services and unique sales approach   
  
Manage the complete and complex sales-cycles often presenting to C-level executives the value and ROI/Business Case offull suite of applications   
  
Develop your own territory plan and a pipeline that will fuel the ongoing growth of your business enabling you to exceed your quarterly and annual sales quota  
  
Identify and qualify new opportunities leveraging your own creativity, inbound lead flow, personal prospecting efforts, contacts, existing accounts and partners  
  
Evangelize vision and complete value proposition through customer meetings, product demonstrations, in-market events and account specific initiatives   
  
Work cross functionally with our sales development, marketing, product and customer service teams to deliver outstanding results  
  
Negotiate pricing and contractual terms as required to close the sale  
  
Accurately forecast profitable and predictable territory performance and required resources through adherence of our sales process  
  
Advocate your customers' implementations and maintain customer satisfaction by ensuring timely resolution any customer service related issues  
  
What you'll need to be successful:  
  
3+ years of full cycle sales experience  
  
Experience in solution sales managing complex sales-cycles with demonstrated ownership of territory and account management, preferably within SaaS, accounting/ERP applications, CRM, business intelligence or other software solutions  
  
Ability to align technology solutions to complex, multi-stakeholder business problems and utilize strategic thinking skills to solve customer problems  
  
Strong ability to demonstrate value proposition &amp; return on investment in complex environments to a wide variety of individuals; technical and/or executive audiences.  
  
Track record of consistent over-achievement of quotas, revenue goals and the ability to effectively identify and sell to C-level executives   
  
Experience selling multiple solutions to various executives  
  
Ability to sell within a cross-functional sales environment  
  
Passion for building long lasting customer relationships and working cross-functionally within a diverse team to deliver outstanding results  
  
Technologically adept and business acumen focused with outstanding communication both written and oral, negotiation and presentation skills  
  
Strong computer skills including G-Suite, Microsoft Office (Word, PowerPoint, Excel) and Salesforce is a plus   
  
Ability to work individually and on a collaborative team in a fast paced and continuously evolving environment   
  
Bachelor's degree (sales training methodologies is a plus)  
  
Ability to travel when required  
  
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.  
  
   
  
GPAC (Growing People and Companies) is an award-winning search firm specializing in placing quality professionals within multiple industries across the United States since 1990. We are extremely competitive, client-focused and realize that our value is in our ability to deliver the right solutions at the right time.

Start Date:   
  
  
Position Type: Full-Time Permanent  
  
  
Years of Experience Required:   
  
  
Education Required:   
  
  
Overnight Travel:   
  
  
Vacation Time:

Contact Name: GPAC

Company: GPAC