**Sales Executive**

**Who You Are:**

A highly motivated, ambitious, and goal-oriented individual who is mission driven by success and the success of others.  This Sales Executive on our Public Sector Sales Team will help us expand our presence in new markets. Our public sector practice covers the following verticals: Health and Human Services, Justice, Housing and Community, and Workforce Development. This direct sales contributor has been successful driving net new sales from a variety of federal and state government-funded organizations across some of our key verticals.

As a Sales Executive, you will be responsible for the full life cycle of sales, and will have an opportunity to strategically build your own territory ensuring that agencies within your specific vertical are better positioned to improve performance and reduce cost.

**Key Responsibilities:**

* Develop a sales strategy and business plan to meet and exceed monthly, quarterly and annual sales targets
* Qualify leads from internal business development and lead generation campaigns
* Generate new business by prospecting for new customers in person and via the telephone
* Understand clients’ business needs and suggest appropriate solutions to match those needs
* Manage the entire sales cycle including mission critical needs analysis, designing client value proposition and working with Solutions Specialists to formulate solutions
* Perform weekly forecasting and documentation using Salesforce.com, ensuring KPIs are being met
* Develop leads through networking in professional organizations, attending conferences, and community involvement
* Bring / develop understanding of strategic solutions selling, go-to-market strategy, pipeline management, proposal preparation, and sales planning
* Support contract negotiations and final contract close, conduct client presentations, write proposals, present capabilities to clients
* Deliver quality results and ensure an optimal customer experience

**Responsibilities and Skills**

* Must have at least 4 years of software sales experience, with at least 3 years of selling in the public sector at the state and local government level
* Ability to work within a disciplined sales process and structure
* Ability to thrive in a fast-paced, ambitious, and dynamic environment
* Excellent interpersonal and communication skills, presentation and writing skills
* Will be required to travel 40-50% of the time
* Bachelor’s Degree required

**Preferred Skills:**

* Previously managed multiple human services public sector clients
* Worked with service organizations giving guidance in enterprise software deployments
* Experience leveraging service delivery for long-term clients
* Passion for developing revenue relationships with clients