

Sales/Territory Manager Representative:

We are a software company serving local government that is looking for an individual that would like to utilize their sales skills to advance with a company that has a fast track plan for success. We offer a great work environment, competitive salary, full benefits and an opportunity to be part a team that grows the company. We are looking for high-energy people that enjoy a challenge and have a dream to provide the best sales experience possible. The individual will be responsible for maximizing revenue growth for new sales in the Western US. Person may reside in Washington, Oregon or Idaho.

Responsible for all sales activities, from lead generation through closing in assigned territory. Develops and implements agreed upon Sales Plan which will meet both personal and business goals of expanding customer base in the marketing area. Works within the sales and support teams for the achievement of customer satisfaction, revenue generation, and long-term account goals in line with company vision and values. Candidate will work with the V.P. of Sales and Strategic Growth to part of the best sales team in the industry.

Responsibilities/Duties:

- Responsible for the sales of applications to local government agencies.
 - Finance, AP, PO, Billing, Permitting, Licenses, etc.
- Demonstrates technical selling skills and product knowledge in all areas listed
- Proficient demonstrating skills
- Develops annual business plan in conjunction with VP, which details activities to follow during the fiscal year, which will focus the TM on meeting or exceeding sales quota.
- Complete understanding of pricing and proposal models.
- Demonstrates the ability to carry on a business conversation with end-users and decision makers.
- Maximizes all opportunities in the process of closing a sale.
- Sells consultatively and makes recommendations to prospects and clients of the various solutions the company offers to their business issues.
- Develops and maintains a database of qualified leads through referrals, telephone canvassing, face to face, cold calling on target market, email, and networking.
- Assists in the implementation of company marketing plans as needed.
- Participate, plan and attend any tradeshow that Company needs to be at.
- Creates and conducts effective proposal presentations and RFP responses that identify prospects needs and problems.
- Responsible for sourcing and developing client relationships and referrals.
- Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities within their assigned territory.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.

Skills/Qualifications:

- Bachelor's degree from a four-year College.
- Minimum of 5 years of successful selling in the software industry.
 - **Selling to local government a huge plus.**
- Met your exceeded quota in at least 4 of the last 5 years.
- High Proficiency in Microsoft Office Suite, including PowerPoint, Word, Excel and Outlook.
- Experience with CRM software.
- Proven ability to handle stressful situations, multiple tasks, and deadline pressures.
- Superior client relationship/account management skills and ability to be viewed as a trusted advisor.
- Ability to think strategically, understand clients underlying business needs, and align products or integrated solutions for client consideration.
- Strong problem solving skills with the demonstrated ability to identify research and make decisions based on the day-to-day and complex customer/prospect problems.
- Outstanding presentation skills required.
- Strong organizational and time management skills
- Strong teamwork orientation; understands that client's best interests are served through smooth, seamless service delivery.
- Can successfully communicate plans to all customers both verbally and written.
- High level of integrity and willingness to work within a team environment.
- Experience in fast moving entrepreneurial organizations is preferable.