



Content Management Sales Executive

KeeFORCE is now hiring a sales executive for our Content Services division to focus on new, business-to-business account development. The primary responsibility is to maximize the sales of our services in the information management industry to new customers and prospects. Other key responsibilities include:

- Attain targeted sales for territory or assigned accounts by developing new prospects
- Lead generation and prospecting activities to maintain required pipeline of prospect accounts
- Qualify, research, track and develop leads into viable business opportunities
- Develop strong business cases, proposals and presentations for sales opportunities
- Negotiate the terms of agreements and close sales
- Participate in trade shows, conferences and industry events to build industry and customer awareness of KeeFORCE services and solutions
- Maintain a strong knowledge of the industry, trends, technology, competitive offerings, and customer requirements, and provide informed feedback to the company
- Participation in professional organizations (sales, marketing, industry associations)

Requirements:

- A strong hunter mentality – the ability to prospect and sell into new account opportunities, then upsell within the account
- Driven to succeed and excel, with a passion and enthusiasm for the business
- Excels in an entrepreneurial atmosphere with constant change
 - Self-motivated and self-directed
 - Exceptional work ethic
 - Technical awareness – can confidently converse with IT personnel
 - Strong relationship building skills, with the ability to build and lead cross-functional teams to achieve sales results
 - Ability to grasp and map processes and corresponding document and information flows between departments
 - Demonstrated ability to win competitive major account sales
 - Solid business acumen – strong understanding of how businesses operate across functional areas
 - Excellent written and oral communication skills
 - 4-year degree

Preferred:

- Consultative sales experience is a plus
- Previous experience selling document imaging, EDM, content management, BPM, or similar applications is a plus
- Experience selling outsourced services – SaaS, or the cloud-based model a plus
- Proven record of exceeding quota in previous positions is a plus

To Apply: Complete email resume to jgoodman@keeforce.com.