



Software Sales Executive

KeeFORCE is now hiring a Sales Executive for our Software Solutions 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 management, 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: <https://keeforce.keeforcecloud.com/job-application/>