

Tempe Company seeking self-motivated, ambitious inside sales associates to generate revenue by prospecting within assigned territories in order to sell our software solutions via the phone and over the web. We offer a professional and challenging environment with competitive salary and benefits. This is an incredible opportunity for an energetic, gregarious and professional individual with a solid Microsoft Dynamics technology background with sales experience. If you're looking to tap-in to a marketplace which is crossing the chasm and work for a company positioned for hyper-growth, look no further!

The successful candidate will need knowledge and experience in sales processes and practices. Sales experience in the IT market place a plus! Typically requires three or more years of business-to-business sales experience. A Bachelors degree or equivalent training in business, marketing or sales is preferred. Candidates must possess exceptional communication and presentation skills to effectively present to a wide range of audiences. Heavy telephone usage is germane to this position.

The Company is a "hunter" environment, where high activity and quality engagement are daily expectations:

- Time management and organization skills are necessary to succeed.
- Weekly activity objectives, and monthly and quarterly revenue targets, will be in place.
- Expected to drive business by cold calls, campaigns, inbound leads and any other means necessary.
- Managing your efforts in Salesforce.com is an expectation of the role.

You are expected to maintain daily office hours commensurate with the times necessary to fit your assigned territories.

Responsibilities:

- Lead follow-up
- Telemarketing – Partner and End-User
- Execute Partner Recruiting and Existing Partner penetration plans
- Online product demonstrations
- Proposal generation
- Opportunity nurturing
- Researching targeted prospect companies and contacts
- Sales operations support of Partner Account Managers including lead, opportunity and account maintenance in salesforce.com
- Proactively selling additional solutions into existing accounts.

Skills & Experience

- Sales oriented background
- Individual has directly sold complex solutions into the ERP customer segment

- Work history in software technology
- Microsoft Dynamics technology background is highly desired
- Microsoft Office: Outlook, Word, Excel, Visio, & PowerPoint.
- Experience with CRM, such as Salesforce.com, is highly desired.

Personal characteristics

- Internal drive to meet and exceed all objectives
- Ability to multi-task in a fast-paced, dynamic environment
- Action and detail-oriented with strong organization and prioritization skills
- Accurate, strong analytical skills
- Positive can-do attitude, and team worker
- Takes direction, documents expectations, then executes with minimal further direction
- Can communicate effectively and persuasively to a high volume of people in a day
- Have no problem cold calling potential customers
- Must be able to apply interpersonal communication skills over the phone
- Ability to repetitively overcome rejection from sales leads
- Flexible, self-driven, and proactive