

Software Solutions

Business Development Representative Dayton, Ohio

Department:	Sales and Marketing
Reports to:	Director of Sales and Marketing

Position Description

Software Solutions, a leading provider of financial and utility billing software for local governments for over 40 years, is looking for the right professional salesperson(s) to provide account management and develop new business opportunities.

Job summary

Our regional sales managers maintain business relationships with accounts and develop new business opportunities in assigned regions. They provide customer service to assigned customer accounts and have a comprehensive understanding of their business requirements. They manage key or specific customer accounts, prepare quotes, RFP responses, discuss software to individual and group settings, participate in trade shows and must be a team player. Regional sales managers ensure execution of the developed sales strategies/processes, objectives, goals and targeted revenue generation, and maintain contact with key markets by visiting and investigating the operations and local conditions. Sales territory covered is regional and could include multiple states. Travel is required and averages 3-10 overnight hotel stays per month. Travel typically by automobile and potentially some airline. Average contract/sale price is between \$20,000- \$300,000.

The successful candidate will typically hold a Bachelor's Degree and have 2 or more years of experience in the sales field. They will also be proficient in customer relationship management (CRM), public speaking and be self-motivated with the ability to work independently.

Essential Duties

- Identifying qualified prospects for Software Solutions products and services through the use of phone marketing, follow-up to telephone inquiries, leads generated through trade shows, referrals, cold call visits and other applicable lead generating activities.
- Establishing customer needs through solution selling techniques including analysis of existing procedures, staff size, annual budget and other operational considerations. Configuring the Software Solutions systems in accordance with the current and anticipated needs of the customer through an accurate appraisal of the customer's procedures.
- Will work with sales support staff and leadership to quote systems in accordance with market conditions and company strategies. Prepare and presents sales presentations, proposals, bid responses and work with system experts to conduct demonstrations. Highlight the positive features and benefits of the Software

Solutions Systems to the customer's specific needs with particular emphasis on controlling the sales process as a guide to the prospect. Is responsible for the complete order process through proper follow-up with prospects, following standard company policies and approvals.

Qualifications

- College Education is preferred
- 2 or more years of outside sales experience preferred
- Must be willing to work a hybrid office/home schedule
- Professional appearance
- Experience in team selling environment
- Experience in demonstrating self-motivating skills and ability to work independently
- Microsoft Office Skills
- Software Sales or other non-tangible sales experience beneficial
- Excellent listener and conversational EQ
- Excellent communication, project management, public speaking, and customer service skills
- Knowledge of business and/or governmental accounting, payroll, utility billing practices would be beneficial

Software Solutions is a 100% employee-owned corporation that strives every day to exceed client expectations by going beyond software to provide solutions that transform data into knowledge, enabling them to solve problems and better serve their customers. Join us and experience the difference that employee-ownership can bring to your career and your future!

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

Software Solutions is an Equal Opportunity Employer. This company does not and will not discriminate in employment and personnel practices on the basis of race, sex, age, handicap, religion, national origin or any other basis prohibited by applicable law. Hiring, transferring and promotion practices are performed without regard to the above-listed items.

Send resume to: hr@mysoftwaresolutions.com