

Job Title: Sales and Account Management

Job Category: Sales-Account management

Primary Location: USA-CA: CALIFORNIA-Culver City

Schedule: Full-time

Job Type: Regular

Employee Status: Regular

Travel: Yes

Description:

We are seeking highly **motivated, Entrepreneurial** sales associates to contribute to our **double-digit growth**. In addition to a **competitive base salary, uncapped commissions** and **exceptional benefits**, Edgesoft Sales associates can **enjoy generous performance-based rewards**. Come be a part of our incredible growing organization! The ideal candidate for this role will be an excellent communicator and orchestrator of strategic Edgesoft sales pursuits with a clear emphasis on pipeline development, expansion and closure. This role lends itself to a leader who creates critical sales messages, builds pipeline, leads deal qualification, assists in the orchestration of solution construction, validates budget & timeline, negotiates win-win scenarios, and can close effectively. The ideal candidate will have direct experience in shaping and selling large Cloud Based enterprise software & IT consulting services projects, displaying keen knowledge of market, large deal opportunities, and key competition. The Ideal candidate must have strong recognized networks and be able to communicate with the Director, VP and C-levels. Creative thinking and true entrepreneurial spirit is a must to succeed in this role.

Essential Job Functions:

- Consult with C-level executives to develop and implement an effective, enterprise-wide strategy that maximizes the value delivered by Edgesoft's products and services
- Proficient in account planning Manage forecast accuracy on a monthly/quarterly/annual basis
- Maintain competitive knowledge and focus
- Proficiency in selling offshore services
- Fiscal responsibility with regards to expense management
- In-depth knowledge of Edgesoft's products and services
- Knowledge of consultative selling techniques as a structured process for selling value at decision making level.
- Implications to be able to identify additional business potential for Edgesoft
- Knows and applies efficient negotiation skills
- Understands and knows the market, its drivers and challenges, key competitors and the likely future trends in the relevant customer industry.
- Account management with outcome of increased customer satisfaction and increase in retention and account growth
- Leads sales cycle from start to finish for delivery of customized business applications to large or challenging clients. Meets or exceeds annual new business revenue target for an assigned application offering within a defined sales territory.
- Executes the standard sale process through to closure.
- Addresses complex client business problems through application offerings. Develops a compelling value proposition for our solution and expertise.

- Develops strategic business relationships with key decision makers.

Qualifications:

- Bachelor's degree or equivalent combination of education and experience
- 6-8 years of business development or sales experience
- Must have consistent track record of overachievement of annual sales quota
- Experience working with enterprise technology sales
- Solid understanding of methods and tools such as pricing, terms & conditions, contracting and RFP's
- Ability to prospect and manage C-level and senior level relationships within SMB market and city governments
- Strong demonstration of intellect, drive, executive presence, and sales acumen
- Ability to develop and conduct effective presentations with contract decision makers (C-Level)
- Proven experience building excellent client relationships, offering value added, insightful and strategic vision into their business
- Excellent written and oral/presentation skills

Other

Qualifications

- Board level
- Strong selling and negotiation skills
- Strong communication and listening skills
- Strong interpersonal and presentation skills for interacting with team members and prospective clients up to the Ability to lead and work in a team environment
- Ability to create and maintain formal and informal networks
- Willingness to travel