

Summary of Position Functions

The Sales Representative will help the company expand its presence in an assigned territory, building on a large base of current College and University accounts. The Sales Representative will initiate relationships to sell parking management, incident reporting and other campus software solutions, as well as Oracle training, to targeted accounts.

The successful candidate will work with a dynamic and fast growing team. This individual will apply strategic selling techniques to gain a clear understanding of the prospects' needs and manage the sales process.

To be successful in this position, an individual must be able to perform each essential duty satisfactorily.

Essential Position Functions

- Close sales in a professional and effective manner by:
 - Establishing & maintaining industry contacts that lead to sales.
 - Researching and developing a list of potential customers.
 - Communicating with prospects to understand their needs, and presenting products & services to meet those needs.
 - Developing and delivering sales presentations, product demonstrations and proposals.
 - Developing and executing account strategies and territory plans.
 - Participating in sales forecasting and planning.
 - Attending trade shows.

Other Position Functions

- Participates in, and provides input to Marketing Department, including marketing material, market planning, and releases of products and services.
- Other duties as needed.

Education and Qualifications

- Bachelor's degree; and two (2) years of sales experience; or an equivalent combination of education and experience.
- Experience with software, consulting, or technical training sales preferred.
- Experience working with colleges and universities preferred.

Knowledge, Skills and Abilities

- Knowledge of parking/public safety industry or college/university industry is preferred.
- Ability to write presentations, proposals, and correspondence.
- Ability to effectively present information and respond to questions from prospects and customers.
- Ability to prioritize tasks.
- Knowledge of various operating systems, software products (e.g. sales tracking software, word processors, presentation software, spreadsheet programs, etc.), and relational database management systems.
- Maintain an up-to-date understanding of industry trends and technical developments that effect target markets.

Send Resume to:

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