



**Sales Associate:**

We are currently seeking a talented Sales Representative to join our team. Responsibilities include:

- Drive software sales opportunities through networking, frequent customer contact, and lead development process.
- Deliver online and on-site presentations, tailored to each prospective customer's needs.
- Present sales content at seminars & trade shows.
- Interact directly with customers and prospects to understand business requirements, pain points, and position the value of their solutions and services.
- Manage lead follow-up and conversation to sales opportunities – document phone calls, emails, and notes in CRM.
- Document and analyze reasons for sales wins and losses to improve sales efforts.
- Study current client database -noting location, practice area, key software integrations to improve sales efforts.
- Develop a network of customers and partners who will provide leads and insights on the market.
- Function as a customer advocate in routing information and responding to customer needs within the organization.
- Maintain up-to-date knowledge of current product offerings.
- Estimate and accurately forecast monthly sales.

**Compensation package for new employee:**

Base salary, with commission on new business

Benefits- Heath & Dental

401K Option

Cell phone plan