



## Enterprise Software Sales Consultant Position Details

<b>Location:</b>	Melbourne, Florida	<b>Required Education:</b>	4 Year Degree
<b>Employment Type:</b>	Full-Time Employee	<b>Required Experience:</b>	Min 3 years
<b>Line of Business:</b>	Content Management, Business Process Management Solutions	<b>Required Travel:</b>	50% plus
<b>Contact Name:</b>	Elizabeth McChrystal	<b>Contact Phone:</b>	321.242.7438
<b>Contact Email:</b>	employment@accent- technologies.com		

Accent Technologies is a small, fast growing software company focused on the high-growth digital asset management market. Accent Technologies develops commercial enterprise applications that serve the Global 2000 market. Our market leading Presentation Librarian product is used by many of the world's top financial firms.

Accent Technologies seeks a highly motivated, outgoing, aggressive professional with a take-charge attitude who desires a long-term opportunity in sales. The position is desirable for individuals who enjoy working in a dynamic, fast paced environment that utilizes the latest sales techniques to market its award winning commercial software products. Candidates that demonstrate leadership, project a sense of urgency, and excitement for new adventures and opportunities should apply only.

The primary responsibility is achieving revenue goals by identifying and closing opportunities in a defined region. With this responsibility, selected candidates will have the opportunity: (a) to develop new clients by networking with other organizations and utilizing personal contacts to identify and develop business partnerships and opportunities and (b) continually interact with clients to develop and maintain a credible relationship. Furthermore, the selected candidates will have the autonomy and the opportunity to utilize state-of-the-art sales techniques and strategies to develop and implement their regional sales plan. Candidates are expected to adhere to the policies set forth by Accent Technologies, Inc.

#### **Tasks include:**

- Coordinating with Marketing on referrals and potential leads
- Analyzing customer needs in terms of current business objectives
- Presenting and articulating advanced product features, benefits, and overall product solutions
- Developing and presenting proposals for the clients
- Developing and managing reference sites through high quality, technical and professional, client relationships
- Developing and implementing a territory sales plan in conjunction with Accent Technologies Technology selling strategy
- Meeting and exceeding revenue goals on a quarterly and annual basis.
- Engaging in regular monthly and quarterly business reviews and weekly forecast activities

#### **Qualifications:**

Here's what you should bring to the table:

The information contained in this document is confidential and the property of Accent Technologies, Inc. Any release of this information to anyone other than the direct employees of the company identified above must be approved in writing by Accent Technologies, Inc.

- **Education and Experience:** BA/BS degree with 3+ years of enterprise software sales experience.
  - MUST have previous success in meeting and succeeding annual sales quotas in the 1,500,000 and 5,000,000 range.
  - MUST have a rolodex of corporate contacts in the financial industry
  - MUST have previous experience in the financial industry
- **Skills and Abilities:** Ability to communicate at the executive level effectively. Ability to present, negotiate, and sell effectively to Fortune 500 accounts (includes exceptional sales and closing skills). Ability and desire to learn new sales techniques, strategies, and software products is imperative.
- **Computer Skills:** Microsoft Office applications.
- **Other Characteristics:** Outgoing, flexible, aggressive, professional with a take-charge attitude that is willing to work individually and collectively with other team members. Also, a desire for a long-term career in sales.

### What We Offer

Accent Technologies is an EEO Employer.

Accent Technologies offers a competitive compensation package. In addition, we offer a challenging and highly productive work environment that provides significant opportunity for personal growth and advancement. If you're looking for a dynamic and innovative environment, join us at Accent Technologies. We have a great team and offer the chance to help drive a market leading software company to the next level.

For more information, please visit [www.accent-technologies.com](http://www.accent-technologies.com) or email us at [employment@accent-technologies.com](mailto:employment@accent-technologies.com)

The information contained in this document is confidential and the property of Accent Technologies, Inc. Any release of this information to anyone other than the direct employees of the company identified above must be approved in writing by Accent Technologies, Inc.