

OPEN POSITION

Sales Executive



POSITION SUMMARY:

We are seeking a motivated individual who will be excited by the prospect of capitalizing on Cirrus Lender Services' expanding market potential. This individual will be responsible for participating in the development of sales plans and strategies and for achieving assigned sales targets while maximizing revenue of the CirrusLS solution. The ideal sales candidate will demonstrate a 'Hunter' mentality as well as expand our value proposition within territory accounts.

ESSENTIAL FUNCTIONS AND RESPONSIBILITIES:

- Meet or exceed annual sales quota.
- Develop and execute prospecting plans for targeted 'new logo' accounts.
- Develop and deliver written and verbal sales presentations that address particular customer business needs, and propose corresponding CirrusLS solutions.
- Collaborate with a number of CirrusLS departments, including: Product Management, and Development to develop sales strategies.
- Execute sales strategies and contribute information during the process related to progress, objections and success.
- Manage a complex, consultative, enterprise software sales cycle.

REQUIRED EXPERIENCE, SKILLS AND EDUCATION:

- Experience selling software.
- Experience in or selling to Financial Services (i.e. Banks, Credit Unions, SBA lenders)
- Demonstrated track record of closing mid-sized deals (\$45K - \$90K).
- Demonstrated track record of achieving 100%+ of quota.
- Team sales experience a must with a demonstrated track record of collaborating with other sales team members.
- Demonstrated ability to prospect, cold call and build relationships with senior level individuals within small to mid-sized Financial Services companies.
- Understanding of the overall solution implementation strategy, methodology and tools, and subsequent delivery.
- Outstanding oral and written communication/presentation skills.
- Bachelor's degree in a related field.
- This position will require 30% - 50% travel.

PREFERRED EXPERIENCE:

- 3+ years of experience selling Software-as-a-Service solutions.

Note: The information listed above is intended to describe the general nature and level of this position. Essential functions and responsibilities may change as business needs require.

TO APPLY:

Go to www.cirrusls.com to submit your resume.