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Software Salesperson

A growing research and implementation company seeking outside salesperson to sell software products and services. The appropriate candidate will possess the following:

Experience desired:

- Bachelors degree in Business or Engineering
- 2-3 years of applied outside sales experience
- Excellent communication and negotiating skills

Responsibilities:

- Sales of software products and services
- Research and cold call to build business
- Work independently to solicit business
- Coordinate and schedule presentations and attend appointments

Personal Characteristics:

- Enthusiastic
- Optimistic
- Outgoing
- Strong drive to achieve results
- Stimulating and positive communicator
- Positive response to pressure, challenge and fast pace
- Self-starter
- Attentive to detail

Annual Compensation:

- Commission based salary
- Discretionary Bonus based on sales goals
- Company vehicle