

**Job ID:** **RK90110A**  
**Job Title:** Territory Account Representative / Individual Contributor (6 positions)  
**Degree Requirements:** Bachelor's Degree in Business or Related Field  
**Years of Experience:** 5+  
**Type of Position:** Direct Hire  
**Location:** Metro areas: West, East, Southeast, Central, Midwest, Great Lakes  
**Travel Required:** Up to 50%

**IMMEDIATE NEED** for 6 Territory Account Representatives who have a Bachelor's Degree in Business or a related field, who are located in a Metropolitan area (see above), and can travel extensively. The company has an excellent Benefits package.

The **MUST HAVE ITEMS** for this position are:

- Bachelor's Degree in Business or a related field
- Live in a metro area in the West, East, Southeast, Central, Midwest, or Great Lakes area
- A minimum of 5 years sales experience selling high technology software and solutions in the Supply Chain arena
- Consistent, verifiable history in passing your quotas
- Proven experience with prospecting through consultative selling
- Prior experience working from a home office
- Work closely with Professional Services & Customer Service personnel
- Expertise using Salesforce.com
- Strong Prospecting and Hunting skills
- Strong problem-solving and negotiation skills
- Strong oral and written communication skills are a requirement.
- High degree of competence with MSOffice products & other PC and Internet related tools

**PLUSSES** in this position are:

- A background in consultative/solution sales within the software industries
- Carrying and Achieving **\$2.5M - \$3.0M** quota
- Experience selling into the warehouse / distribution market
- Previous experience in an entrepreneurial or high growth company is beneficial.

The **RESPONSIBILITIES** include but are not limited to:

- Generate revenue from Tier II named accounts
- Work directly and through resellers in order achieving billing goals
- Follow the defined sales process for defined accounts & region
- Move prospective customers from initial contact through purchase and implementation using partners when possible
- Develop, manage and monitor customer relationships
- Deliver face to face presentations to prospects, customers, users groups, professional organizations
- Manages Tier II service support renewals for territory
- Engage partners in the support renewal sales process as needed
- Follow up & lead follow through provided by lead generation organization
- Provide timely and accurate forecast of pipeline using Salesforce.com
- Booth coverage at industry related shows if assigned
- Assist Regional Sales Manager in developing sales, upgrade, and support strategies to expand revenues in your territory year over year
- Learn & understand your customer's business situation, needs, & key performance metrics
- Effectively demonstrate how products & services create value & address business issues using a ROI-based sales method
- Develop account plans for present & new accounts as well as competitive opportunities

- Evaluate & qualify new lead opportunities within the territory & select the appropriate partner for business closure
- Perform required administrative activities including, but not limited to quote and proposal generation, update opportunity and account information, develop and maintain account plans

**KEY WORDS:** Information Technology, Computer Software Sales, Computer Software Marketing, Software Sales, Software Marketing, Business Development, New Business Development, New Accounts, Warehouse Software, Distribution Software, Supply Chain Software, BS, BA,

If you meet these requirements and wish to be considered for this position, send your résumé to us using Word 97 -2003 at [Resumes@PinnaclePlacementGroup.com](mailto:Resumes@PinnaclePlacementGroup.com) mentioning the **Job ID** and the **Job Title** in the subject line of your email. **In your email please provide us a short narrative detailing your experience and expertise as it applies to this position.**