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### **Senior Corporate Sales Representative**

**Department:** Sales

**Reports To:** VP Sales

**Location:** New Jersey

### **Position Summary:**

This position is responsible for identifying and developing new business opportunities for Level 5 Partners across designated geographic territories. As a Level 5 Partners Sales Rep, you will call on Fortune 1000 companies to determine their needs and requirements for Portfolio Management software. This position requires outbound phone calls, qualification and consultative selling skills, and tight collaboration with Regional Sales Managers to generate new customers. You will be an integral member of a team focused on developing your territory by researching target accounts, identifying and developing relationships with key decision makers, and setting appointments requiring outside sales contact. For opportunities within a specific limit, you will be responsible for managing the sales cycle to closure.

### **Essential Requirements:**

- Successful experience as a headquarters sales team member for an enterprise application software company.
- Excellent communication skills / written and verbal.
- Extremely comfortable cold calling senior level executives to develop sales opportunities on the telephone.
- Proven ability to manage multiple sales opportunities simultaneously.

### **Capabilities and Expectations:**

Candidates must possess a history of success exceeding sales goals and revenue quotas. To optimize success, candidates must be able to:

- Identify and qualify prospects via phone or web conferencing, identifying key decision makers, business pains, and existing complementary or competitive software.
- Generate opportunities by cold-calling target companies or following up on inbound leads.
- Build relationships with many levels of contacts including senior business and technical decision makers.

- Develop territory and account plans as well as specific sales strategies to penetrate target accounts within your geographic territory.
- Respond to RFIs/RFPs generated by potential customers.
- Effectively manage a prospect and sales pipeline.
- Track all relevant sales activity using our sales force automation system (including calls, prospect pipeline, account notes, and so on).
- Communicate new account opportunities effectively to the Regional Sales Manager and sales management.
- Must be able to work independently and be comfortable spending the majority of the workday on the phone.
- High energy and a desire to excel.

**Qualifications:**

- Minimum 5 years of inside sales with a proven track record.
- Technology software sales/knowledge and experience.
- Able to work in a team environment.
- PC literacy and competency of standard office applications.
- Bachelors Degree preferred.