

Augusoft®

Position: Sales – Higher Education (Account Manager)

Reports to: Director of Sales

Company: Augusoft, Inc.

Headquarters: Minneapolis MN

About Augusoft

Augusoft®, Inc. (www.Augusoft.net) is the leading technology provider of web-hosted SaaS software products and services for credit and non-credit educational programs. We provide an integrated suite of continuing education management solutions that help education institutions deliver, manage and measure their community education, continuing education, contract sales and workforce education programs.

Today, Augusoft serves hundreds of schools throughout the U.S. and Canada. Over 4.4 million students have registered for lifelong learning classes and over \$1.2 billion in transactions have been processed using Augusoft Lumens.

In order to continue its current growth, Augusoft seeks qualified, seasoned sales professionals to join our team as Account Managers (AM). AM's are responsible for identifying, qualifying and closing new business in the fast-growing continuing education space.

Description

The AM is responsible for closing sales of the Company's technology solutions by utilizing a consultative selling approach, facilitating client needs discussions, providing product demonstrations, and developing solutions and proposals. AM's must identify new opportunities in order to support continued revenue growth and meet and/or exceed the assigned quota. The ideal candidate is a motivated self-starter who has a passion for excellence and values education, integrity, innovation and success.

Principle responsibilities

- Build strong prospect or client relationships with key decision makers to identify, qualify, follow-up and drive sales opportunities to "Closed/Won" status.
- Clearly articulate and deliver effective one-on-one or group product demonstrations online or on-site.
- Provide timely, targeted follow up, including additional information and pricing proposals, through all stages of the sales cycle leading towards a successful order close.
- Attend key client events, trade shows/conferences and industry/networking events on behalf of Augusoft. Up to 30% travel is required.
- Document all stages of prospect sales cycle within Salesforce.com.
- Conduct occasional customer calls to nurture existing relationships, obtain references and new leads.
- Work with Marketing to help produce new content and messaging for use with prospecting campaigns, website or individual prospects.
- Support developing strategies to increase lead generation.



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Qualification Requirements

- The qualified candidate will have:
 - A Bachelor's degree from an accredited four-year public or private institution
 - Five plus years enterprise software sales experience

Essential Skills

- Proven record of success in a complex sales environment, preferably in the higher education marketplace.
- Documented ability to close deals and make quota.
- Experience providing solutions based approach to selling in a complex sales cycle, effectively building consensus through multiple levels of the organization, including the final decision maker.
- Creativity in the sales approach, to facilitate a shorter sales cycle.
- Ability to manage assigned leads, as well as develop new business in a competitive environment.
- Possess excellent communication (written and oral) and interpersonal skills
- Comfort discussing technology solutions, conducting product demonstrations, and setting up demo-sales are a must.
- Must have excellent PowerPoint and presentations skills.
- Must enjoy working with cross-functional teams to achieve individual and team goals.
- Advanced MS Office skills, and hands on experience with Salesforce.com and Citrix Go-To-Meeting.

Benefits and Culture

Benefits:

- Salaried position
- Generous paid vacation and holidays
- Group health plan
- 401k company match
- Voluntary short-term/long-term disability
- Lifelong learning class benefits
- Onsite exercise facility (HQ)

Augusoft Core Values

Employees living and sharing Augusoft's core values are critical to Augusoft's success. The following are Augusoft's Core Values.

Succeed together

- loyal to lifelong learning industry, Augusoft and each other
- passionately focused on a common goal
- positive outlook and approach...work hard, have fun, and enjoy life

Do what you say

- responsible for actions and promises
- thorough and conscientious deliberation
- MIH...Make It Happen



Reach for the moon

- innovative leaders not followers
- always learning, always growing
- knowledgeable and timely solutions

Make customers our nucleus

- exceed expectations
- growth dependent on customer participation
- everything is possible

Submit resume and salary requirements to: jobs@augusoft.net In order to be considered for this position, you must reference the position title, **Account Manager**, in the subject line and include salary history. Please send resumes as Word attachments. Augusoft is an equal opportunity employer.

