



Position: Senior Sales Representative
Reports to: Director of Sales & Marketing
Company: Augusoft, Inc.
Location: Minneapolis, MN

Description:

Are you interested in joining a vibrant 24-year-old technology company that is currently growing, expanding and emerging as a leader in the higher education market? Augusoft®, Inc. is the leading technology provider of web-hosted (SaaS) software products and services for non-credit continuing educational programs. We provide an integrated product suite of continuing education management solutions that help educational institutions deliver, manage and measure their continuing and corporate education, and workforce development programs.

Augusoft has an immediate opening for an experienced Senior Sales Representative. As a Senior Sales Representative, you will be responsible for continued growth of new accounts by identifying new opportunities, matching needs with solutions and creating proposals to close sales. Our rapidly growing organization is in need of a highly motivated individual who looks forward to the challenge of helping to build and grow our business. We provide an integrated product suite of lifelong learning management solutions used by continuing education programs in higher education that provide classes to individuals and businesses in the US and Canada.

As a key member of a collaborative Sales and Marketing team, the Senior Sales Representative's responsibilities include executing sales campaigns by qualifying leads and moving them towards opportunity, facilitating client needs discussions, providing product demonstrations, and closing sales, using a consultative selling approach.

Principal responsibilities:

- Create and execute territory strategy.
- Conduct discovery calls to targeted leads/prospects.
- Build strong 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 onsite.
- Provide timely, targeted follow up including additional information and pricing proposals, through all stages of the sales cycle leading towards a successful close.
- Attend key client events, trade shows/conferences and industry/networking events on behalf of Augusoft. Up to 20% travel 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 Manager to produce new content for use with campaigns, website or individual prospects.
- Develop Strategies to increase lead generation.

Qualification Requirements:

- The requirements listed below are representative of the knowledge, skill, and/or ability required to perform this job successfully.
 - Bachelor's degree or equivalent related experience.
 - Five plus years software sales experience with proven ability to close.
- **Essential Skills:**
 - Proven record of success in sales of a software product, ideally to the higher education marketplace.
 - 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.
 - Ability to discuss technology solutions, conduct product demonstrations, set up demo-sites.
 - Must have excellent presentation skills. Must enjoy working with cross-functional teams to achieve individual and team goals.
 - Advanced MS Office skills required. Experience with Salesforce.com is essential.

Benefits:

- Salaried position
- Voluntary short-term/long-term disability
- Paid vacation and holidays
- Health insurance coverage
- Onsite exercise facility
- 401k company match
- Lifelong learning class benefits

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

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