

General Information

Base Pay	\$65,000.00-\$85,000.00 / Year
Other Compensation	up to 10% of salary @ 2%/qtr + YE when team reaches Sales goals for Qtr and/or Year
Relocation Expense Covered	No
Employee Type	Exempt
Job Category	Software , communications, Outside Sales
Industry	Software, Higher Education, Sales
Minimum Experience	5 Years
Required Degree	4 Year Degree
Travel	20%
Manage Others	No

Brief Description

Position: Sr Product Advisor

Reports to: Sales Manager

Company: Augusoft, Inc.

Location: Remote - HQ location Minneapolis, MN

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.. As a Sr. Product Advisor, 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.

What you will do:

As a key member of a collaborative Sales and Marketing team, the Sr Product Advisor'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.

The Sr. product Advisor will be expected to become familiar with and infuse **Augusoft core values**:

- Succeed Together
- Reach for the Moon
- Do What You Say
- Makes Customers our Nucleus

Benefits

- Full time - Flexible Salaried position
- Generous paid vacation/sick time
- 7 paid holidays per year
- Group Medical-Employee and one dependent child: covered at 50%
- Dental-Employee: covered at 50% -family coverage available
- Vision-Employee: covered at 50% - family coverage available
- 401k company match up to 4%
- Company paid \$50,000 Life insurance policy
- Voluntary short-term/long-term disability
- Lifelong learning class benefits and Qtrly Allowance for tuition reimbursement
- Covered parking
- Nearby outdoor walking path
- Onsite exercise and shower facility

Requirements

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.

Augusoft, Inc. is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, gender identity, sexual orientation, national origin, disability status, protected veteran status, or any other characteristic protected by law.

Compensation is dependent upon experience. No relocation compensation is available for this position. Please visit www.augusoft.net

Summary

Augusoft has an immediate opening for an experienced Sr Product Advisor. As a Sr Product Advisor, 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 Sr Product Advisor'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.