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# Example of Software Sales Executive Job Description

Our innovative and growing company is hiring for a software sales executive. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for software sales executive

* This includes additional client training, resolution of information problems, assisting clients with programming and reporting requirements
* Discuss data quality issues with Operations Analyst
* Consult with product users on information needs, analysis of data, generation of reports
* Analyze the flow of information through systems and recommend necessary systems or product change for improvement
* Net new business and upgrade sales to physician office clients (typically 1-40 physician practices)
* Meet or exceed the order intake target associated with the territory or region
* Manage cost of sale vs
* Accurately forecast sales prospects according to product, time-line, and value
* Identify potential business opportunities
* Engage executives and other key stakeholders to develop new account opportunities

## Qualifications for software sales executive

* 1 to 8 years of successful software solution sales experience
* History of consistently meeting and exceeding sales targets quarter on quarter annual basis
* Experience in MES sales and specifically APRISO software strongly preferred
* Software sales experience at the enterprise software level
* 5-7 years of enterprise software sales experience selling into major verticals preferably selling to Technology firms like SalesForce, Facebook, eBay
* Must be driven