Downloaded from <https://www.velvetjobs.com/job-descriptions/software-sales-representative>

# Example of Software Sales Representative Job Description

Our innovative and growing company is looking for a software sales representative. 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 representative

* Responsible for attainment of monthly, quarterly, and annual sales quota, weekly pipeline creation goals
* Placing outbound calls to follow-up on products and service inquiries
* 70-80 calls per day with 3.5 hrs of talk time is required to drive territory activity
* Qualifies leads using Company sales process methodologies
* Detailed usage of CRM (SFDC)
* Provides customer quotes, ROI, proposals, quotes, and product information based on specific use case and business value
* Work effectively in a Team Selling environment with multiple products and stakeholders that come together to create enterprise solutions
* Engage with channel partners to increase market share
* Perform joint calls with customers and provide pricing through a two-tier channel model
* Establish relationships with customers and partners within territory to maximise on the selling opportunities

## Qualifications for software sales representative

* Mainframe operation (monitoring, automation and security)
* Proven track record in software solution sales
* Knowledge in middleware software solutions
* At least 5 years experience in product demonstration and credibly discuss technical topics such as data integration, XML APIs, and be productive without the assistance of a Sales Engineer or Product Specialist
* Demonstrated experience with Strategic Planning Tactical Execution skills
* Experience with Cloud, DevOps, Mobile, business Process Management, and Hybrid Integration