



Example of Software Sales Specialist Job Description

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Our company is growing rapidly and is looking for a software sales specialist. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for software sales specialist

- Exhibits a broad base knowledge of the public space, acute business understanding
- Preparing sales offers, proposals, product presentations, general sales activity
- Supporting account managers, sales development managers and product application engineers to identify and pursue new software sales
- Working with Marketing Communications department to lead product promotion, demand-generating, initiatives with targeted sales channel and direct OEMs
- Enabling the software sales team with customer leads, background material, presentations, and sales support as needed
- Building relationships and work collaboratively with sales teams of other business areas, distribution partners and original equipment manufacturers (OEM) in the EMEA region
- Building relationships and work collaboratively with sales teams of other business areas within Danfoss Power Solutions
- Supports the business development team to gain access and create relationships with influential stakeholders to sustain long-term relationships
- Will collaborate with appropriate internal and external resources to achieve desired sales results
- Developing sales professional, contributing beyond self, sought out by others

Qualifications for software sales specialist

- Maintaining relationships with executives and influencers in the IT and Line of Business organizations in these accounts
- Establish advisor role – actively understand each customer's technology footprint, strategic growth plans, technology strategy and competitive landscape
- Develop and execute sales strategies to achieve sale objectives and provide accurate and timely reports/forecasts
- Demand generation - Identify and qualify prospective customers and penetrate targeted prospects in their assigned geographical territory
- Demonstrated executive level sales experience