



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

- Sources both active and passive candidates through multiple channels
- Drives employee referral campaigns within business units
- Creates and implements data driven recruitment strategies to identify the best talent in the market
- Develops and implements cost effective sourcing and advertising that will minimize the time it takes to fill positions
- Creates employer branding campaigns to promote the company image to candidates and external service providers
- Leads quarterly talent acquisition business reviews with sales leaders, identifies gaps in recruitment/interview process and provides recommendations of improvement
- Meets and exceeds established service level agreements
- Collaborate with Territory Sales Directors and other sales specialists to develop a
- Develop and implement a strategy to assure customer intimacy and satisfaction with all installed base sites in the assigned territory
- Collaborate with the Product Sales Specialists to build and maintain an Installed Base upgrade sales funnel to meet or exceed upgrade order volume targets in the assigned territory

Qualifications for software sales specialist

- Proven track record of 2-3 years in IT sales, demonstrated account management
- Able to show evidence of your professional development through, courses, certification forums
- Native or near native level of Spanish extensive cultural awareness of Spain
- Solid understanding of key HW and SW trends within data centers related to Virtualization/Software-Defined Data Center, Big Data Analytics, Database, Application Middleware, HPC, IOT, Machine Learning, Storage and Networking trends General IT applications and Legacy IT
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