Our growing company is looking for a software sales specialist. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for software sales specialist

- Assure up-to-date CRM status for all software-related IB upgrade opportunities and accurately forecast software IB upgrade numbers to ensure IB quotas are met or exceeded
- Support local/regional shows and chapter meetings with subject matter expertise
- Serve as Ambassador for the Company, including establishing and maintaining productive relationships with Key Opinion Leaders and key decision makers in strategic accounts
- Provide consultative and discovery selling by positioning software solutions
- Provide direct sales execution to high touch customers (top 250)
- Support the country sales plan for software and execute the software strategy
- Provide coverage across a variety of enterprise and public segments (top 250 customers)
- Responsible for creating, driving and forecasting sales pipeline
- Drive various proactive campaigns to build pipeline
- Use specialty expertise to seek out new opportunities and expand and enhance existing opportunities to build the pipeline in and drive pursuits

Qualifications for software sales specialist

- Demonstrated experience positioning of Opex and Capex and Data Center Operational models for high performance computing, networking (Layer 4-7, Virtual Switching), fabric, virtualization and storage application networking

- Strategic Planning tactical sales execution skills
- Knowledge of ERP (Oracle)
- At least 2 years' experience in selling solutions to Manufacturing market client