



Example of Software Sales Specialist Job Description

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Our innovative and growing company is looking for a software sales specialist. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for software sales specialist

- Proactively solves customer business problems by providing expertise and by using higher complexity product and services lines to create solutions
- Manages the relationship within group of accounts to ensure VMware opportunities and solutions are identified and closed
- Attain sales target on revenue and margin for VMware
- Qualify and prioritize 'requests to engage' to ensure focus and alignment
- Drives commercial sales of enterprise chromatography data system (CDS) within an assigned geographic sales territory
- Provides post-sales installation, training and technical support to Chromeleon enterprise customers as required
- Works closely with the Chromatography field sales and Center of Excellence (CoE) instrument groups to encourage hardware sales in Chromeleon enterprise environments
- Serves as asset to the division by providing feedback on contact with process customers
- Must be capable of traveling throughout the EMEA region to support/drive sales process and activity
- The incumbent of this role will engage effectively with CX level contacts in order to demonstrate the and sell the value and benefits of software solutions within corporate in house legal and law firms

Qualifications for software sales specialist

- BA/BS degree in Marketing, Business or Engineering

- Good leadership skills, comfortable with communicating to large audiences and interacting with peers senior level individuals
- Knowledge of the Security and Home/Business Automation markets and technologies a plus
- Outstanding communication skills in driving teams to success of a given release
- Good email, web and social media skills