

Software Sales Executive

Syntex Management Systems has an immediate opening for a Software Sales Executive to generate revenue in sales to new prospects. Our enterprise risk management software application has been on the market since 1995. IMPACT Enterprise provides workflow, business process improvement and standardization of Health, Safety, Security, Environment and Quality processes for our customers. Syntex is a pioneer in Enterprise and Operational Risk Management software and is renowned for helping industry leaders effectively manage continuous process improvement on a global scale. Work in a small sales team environment with an open territory and access to career mentors within the executive leadership team. Sell to an audience who is trending toward a buying climate for technology that can help save lives. Take this opportunity to impact marketing, support and product development as well as generate revenue.

We are looking for a Sales Professional who is focused, dedicated to meeting goals, who exhibits a high level of integrity and possesses a strong level of business acumen and professionalism. Experience in consultative selling techniques is a plus. The successful candidate will need to be able to understand the competitive landscape, possess a working knowledge of general business and sales practices to identify business drivers, provide effective value propositions, and deliver a compelling business case that results in a closed sale. Thorough understanding of the Enterprise Application Software Sales Cycle and strong negotiation skills are mandatory.

Must possess proven experience selling enterprise-level software in multiple vertical markets. A "Hunter" mentality is necessary. Applicants should have a proven track record in generating a pipeline of prospects, cultivating and managing through a sales cycle, and most importantly, closing business. Strong prospecting and client pursuit skills are essential to success in this role.

Background Required

- 3 or more years of proven successful enterprise-level software sales experience, 5 or more years experience in a sales role
- Proven ability to solve client business issues by providing a software solution and articulating the ROI
- Track record of meeting activity and revenue targets, including achieving annual sales goals
- Proven ability in selling large/enterprise transactions within F1000 companies
- A track record of interfacing and closing business at C-, VP- and Director-levels
- Ability to effectively qualify prospects based upon buying criteria
- Ability to accurately forecast deal timing and revenue
- Attention to detail and ability to keep a Salesforce Automation tool current and updated with activity
- Ability to manage a sales cycle and "pursuit team" utilizing a solution sales methodology to close opportunities
- Ability to handle multiple accounts simultaneously
- Ability to prospect and uncover new opportunities
- Ability to support a moderate degree of travel
- Proven ability selling cross-functionally within an organization
- Excellent communication and presentation skills
- Ability to read, understand and navigate through complex political environments



January 7, 2008

- Ability to communicate features and benefits of complex software applications to both IT and Business stakeholders
- Bachelor's Degree in Business, Marketing or Computer Science is preferred

In exchange for these skills, Syntex is offering: A competitive salary and commission structure, paid holidays, paid vacation, sick days, medical, dental, prescription drug, savings plan, profit sharing and a chance to be part of a winning team.

Company Profile

Syntex Management Systems, Inc. creates value by 'partnering' with clients to solve business problems. We have established our reputation as a premier solution provider for enterprise risk management software solutions for the Energy, Chemical, Petrochemical, Mining, Manufacturing, and Transportation industries. Please view our website at www.syntexsolutions.com to learn more about our exciting company and products.

To Apply

Please send a cover letter highlighting your match for this job, salary requirements and your resume via email to: jobs@syntexsolutions.com and reference job code: SSE0108.

No agencies or phone calls, please.

Candidates must be authorized to work in the U.S. We do not sponsor visas.

To learn more about Syntex Management Systems, Inc., please visit: www.syntexsolutions.com.