

Software Solution Sales Executive - Job Scope of Work

This position supports the CWE sales team by focusing on 2 SaaS solutions. This position reports to the VP, Sales. This position will also lead project teams and will have responsibility for the development and management of sales processes, tools & systems to fulfill functions. This position has a general allocation of:

- Business Development Management & Direct Sales 80%
- Partner Program Sales Plan Management 20%

JOB DESCRIPTION

The candidate for this position will excel at creating and closing new opportunities. By using a consultative approach to selling, this person will use their expertise to identify and qualify leads, leading to sales opportunities and contract closures. Initial sales focus will be on 2 software-as-a-service products.

- Microsoft 365 as a Virtual Office
- Sales Support Solution of CRM + SalesIntel

Responsibilities

- Meet and exceed sales targets
- Successfully create business from new and existing customer accounts
- Manage complex negotiations with senior-level executives
- Build rapport and establish long term relationships with customers
- Manage a small group of existing technology stack partners (3-5)

Qualifications

- 3-5 years' quota carrying sales experience
- Experience and working knowledge of CRM & marketing automation systems
- Demonstrable track record of over-achieving quota
- Strong written and verbal communication skills
- Collaborative, Transparent, Authentic, with Passionate Curiosity

Compensation

Base Pay:

A base allotment of 64 hours per month or 768 hours annually will be authorized for core sales activities to include prospecting, CRM management, and sales meetings. You will bill hours to customer contracts as well as pre-approved internal projects. The rate as established by the Master Service Agreement is \$65 per hour for client billable hours and \$32.50 per hour for internal overhead billables.

Sales Commission:

There is a sales commission plan that pays up to 5% of the **1st year's gross revenue** for each SaaS project sold. Commissions are broken into two components. The first component is on secured sales. This component pays 75% of the earned commissions. The remaining 25% balance is paid upon project completion and is reconciled with actual cost performance.

Sales Responsibility to Commission Matrix

1. Introduces/sources opportunity	5%
2. Provides Introduction	10%
3. Technical Product Demo	15%
4. Scope, Budget, Project Plan	20%
5. <u>Contracting, Negotiating, Closing</u>	<u>50%</u>
TOTAL	100%