# Current Career Opportunities

**Business Development Representative**                    **Location – Dayton, OH**

**Position Objective**

Software Solutions, a leading provider of financial and utility billing software for local governments for over 40 years, is looking for the right professional salesperson(s) to provide account management and develop new business opportunities.

**Job Summary**

Our Business Development Team maintains business relationships with accounts and develop new business opportunities in assigned regions. They provide customer service to assigned customer accounts and have a comprehensive understanding of their business requirements. They manage key or specific customer accounts, prepare quotes, RFP responses, discuss software to individuals and in group settings, participate in trade shows and must be a team player. Business Development Representatives ensure execution of the developed sales strategies/processes, objectives, goals and targeted revenue generation, and maintain contact with key markets by visiting and investigating the operations and local conditions. Sales territory covered is regional and could include multiple states. Travel is required and averages 3-10 overnight hotel stays per month. Travel typically by automobile and potentially some airline. Average contract/sale price is between $20,000- $300,000.

The successful candidate will typically hold a bachelor's degree and have 1 or more years of experience in a sales, marketing, or business related field. They will also be proficient in customer relationship management (CRM), public speaking and be self-motivated with the ability to work independently

**Main Duties**

- Identifying qualified prospects for Software Solutions products and services through the use of outbound calling, marketing campaigns, follow-up to telephone inquiries, leads generated through trade shows, referrals, cold call visits and other applicable lead generating activities.
- Establishing customer needs through solution selling techniques including analysis of existing procedures, staff size, annual budget, and other operational considerations. Configuring the Software Solutions systems in accordance with the current and anticipated needs of the customer through an accurate appraisal of the customer's procedures.
- Will work with sales support staff and leadership to pricing and proposal documents in accordance with market conditions and company strategies.  Prepare and presents sales presentations, proposals, bid responses and work with system experts to conduct demonstrations.  Highlight the positive features and benefits of the Software Solutions Systems to the customer's specific needs with particular emphasis on controlling the sales process as a guide to the prospect.  Is responsible for the complete order process through proper follow-up with prospects, following standard company policies and approvals.
- Will develop and maintain a sales funnel, forecasts, activities in CRM, business plans and keep leadership informed on key sales and outreach activities.

## Qualifications

- College Education is preferred
- 1 or more years of outside sales experience preferred
- Must be willing to work a hybrid office/home schedule
- Professional appearance
- Experience in team selling environment
- Experience in demonstrating self-motivating skills and ability to work independently with minimal supervision
- Microsoft Office Skills
- Software Sales or other non-tangible sales experience beneficial
- Excellent listener and conversational EQ
- Excellent communication, project management, public speaking, and customer service skills.
- Knowledge of business and/or governmental accounting, payroll, utility billing practices would be beneficial.

Software Solutions is a 100% employee-owned corporation that strives every day to exceed client expectations by going beyond software to provide solutions that transform data into knowledge, enabling them to solve problems and better serve their customers.  Join us and experience the difference that employee-ownership can bring to your career and your future!

**To Apply:**  Send Resume to **hr@mysoftwaresolutions.com**

*Software Solutions is an Equal Opportunity Employer. This company does not and will not discriminate in employment and personnel practices on the basis of race, sex, age, handicap, religion, national origin or any other basis prohibited by applicable law. Hiring, transferring and promotion practices are performed without regard to the above listed items.*