

Software Sales Representative

Are you looking to join an amazing team that provides technology solutions that help our customers succeed in better managing manually intensive processes and information within their organizations? Do you enjoy making new contacts with end users, program managers, contracting officers, and CIOs? Can you dig through data and research forecasts to find the information you need to contact the right people? If you're confident, eager to learn new things, and want to work in a corporate culture where your efforts will be recognized, then Next Phase Solutions wants to help you on your journey in building a successful career.

At Next Phase Solutions, our Software Sales Representative supports the internal sales operations while growing their consulting, product, and relationship skills. As a Software Sales Representative, you will receive training to understand the product and the value proposition of software, hardware, and services sold by NPS. You will work independently to identify, contact, and qualify leads. You will build quotes, dive into data, and write proposals. You will work with the sales team to review day to day operations and refine the target market. You will interact with customers to identify opportunities to improve their existing solutions. You will be mentored by the President of the company and learn from an established leader in the industry.

In this role, you will take initiative and contribute to the team with autonomy and freedom to make decisions. NPS will provide a support system to help you grow your negotiating, analysis, relationship, and critical thinking skills and to find success in software sales. Next Phase Solutions is a growing company and opportunities for career advancement through team leadership will become available.

Next Phase Solutions prioritizes hiring ambitious people who find gratification from being part of a team. We believe people should enjoy work, not dread it, and we empower individuals to act as autonomously at work as they do in their personal lives.

Responsibilities

- Research agency forecasts to identify opportunities
- Dive into data to understand purchasing trends
- Build contact lists to introduce yourself and the company
- Establish relationships with end users and decision makers
- Set appointments for Sales team
- Write content for proposals
- Generate quotes for new and existing customers

Qualifications

- 2 years+ sales, research, or account management experience or a strong desire to learn
- Ability to work independently
- Ability to build long-term relationships with customers and team members



- Enjoy talking to people on the phone
- Interested in joining a growing company
- Bachelor's degree or an equivalent combination of education and experience
- Proficient in Microsoft products
- Preference given to Veterans

If you are interested in more information, please apply now. Submit resume to careers@npsols.com