

Grasp Technologies, Inc. Job Description

Job Title: Sales Director Enterprise II
Reports To: Senior VP Enterprise
FLSA Status: Exempt

Summary: Responsible for developing plans and strategies for achieving your sales targets by performing the following duties.

Duties and Responsibilities include the following. Other duties may be assigned.

- Builds relationships and networks aimed at developing new business opportunities with new customers. *
- Prepares and delivers sales demonstrations and presentations to prospective customers. *
- Develops proposals and quotes for prospective customers. *
- Provides timely performance feedback to management. *
- Maintains accurate records for sales pipeline, billing, and commissions. *
- Performs negotiations as requested in order to deliver value to customers consistent with company revenue and profitability objectives. *
- Stays current with industry trends as they relate to Grasp products and services.*
- Informs management of shifting competition and market conditions in order to address changing needs for assurance of overall company success. *
- Recommends ideas to improve selling process, and for management consideration as needed. *
- Maintains contact with customers to assure positive on-going customer relations.*

*Essential Function

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions

Language Ability:

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

Math Ability:

Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume. Ability to apply concepts of basic algebra and geometry.

Reasoning Ability:

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of

instructions furnished in written, oral, diagram, or schedule form.

Computer Skills:

To perform this job successfully, an individual should have knowledge of word processing software, spreadsheet software, and database software.

Education/Experience:

Bachelor's degree (B.A./B.S.) from four-year college or university; and more than 10 years related experience and/or training; or equivalent combination of education and experience. Experience with complex sales into the C-Level and Procurement within Fortune 1000 companies is preferred but not required.

Knowledge, Skills and Other Abilities:

- Experience selling technology to companies in travel, financial services, and healthcare
- Proven solution-based sales to C-level and E-level within companies • 10 plus years selling experience selling complex solutions to companies • Excellent communication, interpersonal, and administrative skills and the ability to learn new technology and concepts quickly
- Ability to work independently as well as collaboratively and to multi-task and manage multiple assignments in a fast-paced environment
- Proficiency with demonstrations of software technology

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to stand, walk, sit, use hands, and talk or hear. The employee is occasionally required to reach with hands and arms, climb or balance, stoop, kneel, crouch or crawl, and taste or smell. The employee must occasionally lift and/or move up to 25 pounds. Specific vision abilities required by this job include close vision, distance vision, peripheral vision, depth perception, ability to adjust focus, and ability to see color.

Work Environment:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment is usually moderate.

Grasp Technologies Standards

- We are Genuine
- We are Relentless
- We are Audacious
- We are Scrappy
- We are Passionate
- We act with Integrity
- We are Talented

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

Additional information

Pay Range	TBD
	Commensurate with experience
	Full Time Employment

How to Apply

Please submit a resume and cover letter to jobs@grasptech.com. We look forward to speaking with you!