



There's no end to better.

## SMB Sales Representative

### POSITION SUMMARY

Create and execute a national business plan focused on Calabrio Software sales activity through direct sales. Prospect within the market, develop pipeline and close active opportunities. Support and leverage other channel efforts, field marketing, product launches, product promotions, tele-business, and other lead or sales generating programs. Experience with both direct sales and prospecting is critical.

### CORE EXPECTATIONS

- ∞ Ability to accurately forecast personal sales activity
- ∞ Cold call and prospect into a list of accounts and enter/track through Salesforce.com
- ∞ Must demonstrate an ability to prospect within end user community
- ∞ Exhibit strong strategic thinking, initiative and leadership skills
- ∞ Responsible for the achievement of associated sales quotas: software and services
- ∞ Other core expectations will be defined by your direct supervisor/manager

### CORE COMPETENCIES

- ∞ Strong selling skills in major accounts and/or a territory is essential
- ∞ Must have strong relationship selling skills and be able to lead sales calls at every level of an account, executive level or otherwise
- ∞ Must be a self-starter, detail-oriented and strong closer with multi-tasking ability
- ∞ Demonstrates a sense of urgency to attain and exceed desired results
- ∞ Understanding of business organizations and their buying cycles is required
- ∞ Demonstrated ability or interest in learning Calabrio Software Products
- ∞ Experience selling in a high technology software industry
- ∞ Excellent negotiation and closing skills are a must. Requires practical experience using influence management to achieve goals. Requires excellent written and verbal communication skills
- ∞ Advanced MS Office skills, including Word, Excel, PowerPoint and Outlook
- ∞ Ability to travel 10%
- ∞ Other core competencies will be defined by your direct supervisor/manager

### WORKING RELATIONSHIPS

- ∞ Ability to work closely with peer sales, group leaders and other employees and departments in the company
- ∞ Direct work with customer and partners



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## EXPERIENCE/EDUCATION

- ∞ Requires a minimum BA degree in a technical discipline or equivalent
- ∞ Minimum 5 years sales experience in a fast-growing high technology company

## Benefits:

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive compensation and extensive benefits package including paid time off, medical, dental, vision and 401k benefits and future growth opportunities within the company. Plus, we work to maintain the best possible environment for our employees, where people can learn and grow with the company. We strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture. To learn more about our company please visit: [www.calabrio.com](http://www.calabrio.com).

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