

Territory Director, Strategic Sales and Account Management

To apply for this position, please send your resume to recruiting@calabrio.com

Are you a passionate, process driven sales professional with the ability to lead with insight, take control of customer conversations and evangelize the Calabrio message. If so continue to read further.

WHAT PROBLEMS WILL YOU BE SOLVING?

The primary responsibility of this role is to create and execute a regional sales plan focused on Calabrio Software sales activity through direct sales to key decision makers and Executives. Prospect within the market, develop pipeline and close active opportunities. Support and leverage field marketing, product launches, product promotions, tele-business, and other lead or sales generating programs. Experience with direct sales at the Executive level is essential.

WHAT SKILLS WILL MAKE YOU SUCCESSFUL?

- Responsible for the achievement of associated territory sales quotas: software, analytics and professional services
- Uncover, develop and lead all sales activities for the sale of Calabrio products; additional applications, renewed maintenance within existing customer base
- Continually build a strong sales pipeline of well-qualified revenue opportunities.
- Responsible for developing and maintaining strong relationships with a high level of trust with key decision makers and the Executive team.
- Develop and execute an account plan for each customer, including strategy, account mapping, actions, timeframes, milestones and responsibilities.
- Strong in-person and virtual presentation skills
- Accurate and dependable forecasting
- Effectively manage opportunities through Salesforce.com
- Ability to accurately forecast sales activity
- Must demonstrate an ability to prospect within end user community
- Must demonstrate an ability to excel within a cross-functional team environment
- Exhibit strong strategic thinking, initiative and leadership skills Other core expectations will be defined by your direct supervisor/manager

WHAT IS REQUIRED FOR YOU TO APPLY?

- Requires a minimum BA degree in a technical discipline or equivalent
 - Minimum 5 + yrs. of sales experience in a fast-growing high technology company
 - Must be able to deliver excellent presentations in person and via phone conference calls
 - Strong communication skills with the ability to translate complex technical concepts into business terms and communicate business value to Executive teams and key decision makers
 - Proven ability to follow process driven sales
 - Outstanding oral and written communication skills
 - Excellent time management, decision-making, and organization skills
 - Proven ability to work effectively in a fast-paced, high-growth, rapidly-changing environment
 - Pleasant speaking voice
 - Excellent customer service skills
 - Highly motivated, results oriented
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- Competitive zeal
- Requires confidence, persistence, and an outgoing personality
- Ability to learn new software quickly and become a power user
- Ability to articulate needs for process improvements Other core competencies will be defined by your direct supervisor/manager

WHAT VALUES ARE IMPORTANT TO CALABRIO?

- Collaboration amongst teams
- Open communication across the company
- Ambitious
- Accountable
- Customer Success

Calabrio, Inc. is an Equal Opportunity Employer that values diversity at all levels. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, age, sexual orientation, gender identity, disability or veteran status.

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