

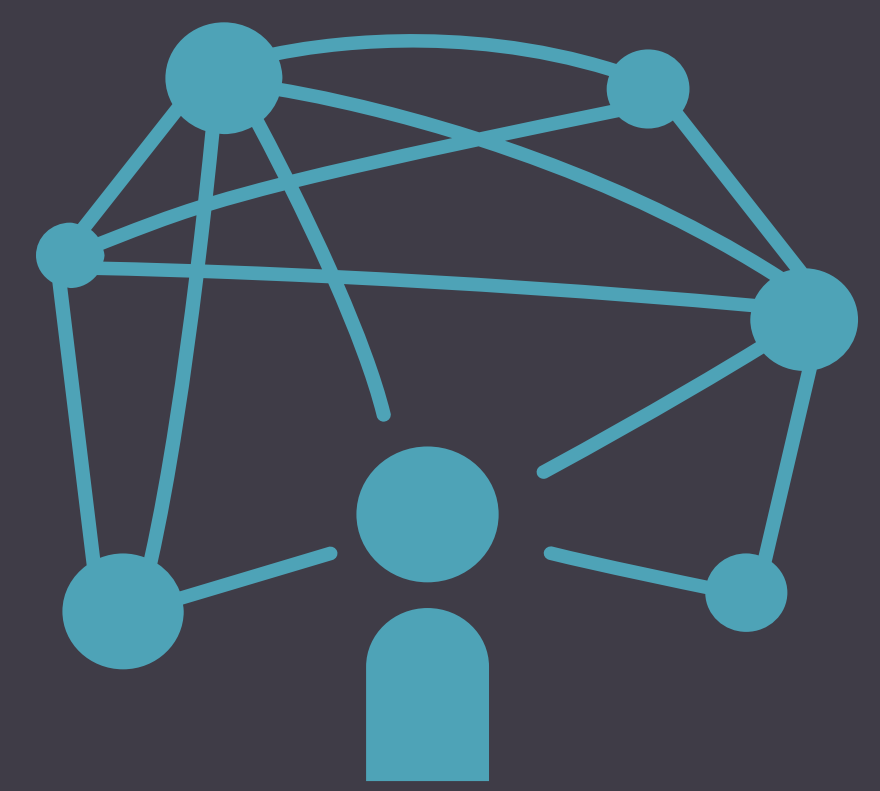
# Senior Software Sales Executive

**New York City**

Our client, an international organization established in 2005, is currently seeking a Senior Software Sales Executive to work in the Greater New York City Area.

## Responsibilities:

- Initiate, progress and close new business at assigned key accounts
- Focus on winning new customers (hunting, not farming)
- Full ownership of entire sales cycle: Initial contact, onsite presentations & meetings, proof-of-concept, quotation & negotiation, closing
- Work closely with pre-sales and sales management to orchestrate and execute successful sales campaigns
- Must be a "hunter"



## WE'RE SEEKING

An energetic 'hunter' with experience selling cloud based solutions and software to multiple industries across America.

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- **5+ years of Enterprise Software field sales experience**
  - **Track record of successfully executing complex sales cycles for high-end solutions**
  - **Proven ability to access and win over top-level IT management**
  - **Excellent communication and presentation skills**
  - **Experience selling to banks and other financial services organizations – a plus**
  - **Technically savvy; experience selling IT infrastructure solutions -- a plus**
  - **Location: Greater NYC area + periodic travel**