



**Sales Representative**  
**integraSoft, Inc.**  
**Bettendorf, IA**

integraSoft, Inc., a leader in strategic ERP application software for the wholesale distribution industry, seeks a **Sales Representatives** with proven technology sales skills to sell business applications software/solutions and related services to prospective and existing customers. As a nationwide seller, with focus in key vertical segments, the primary focus will be to acquire new customers.

This position requires 3+ years selling experience, preferably in the technology, consulting, or software sales space, with a successful sales track record. In this position you can grow your skills selling technology products and services as well as expand your domain knowledge within the ERP and wholesale distribution space. This position is located in Bettendorf, IA.

Our suite of products are some of the most robust on the market. With over 40 years of innovative technology, we have a strong customer base, and are growing through new customer acquisition and innovative new product offerings. Let's GROW together!

**Responsibilities Include:**

- Primary job duty is to sell business applications software/solutions and related services to prospective new customers.
- Develop and deliver on a sales strategy and plan to sell integraSoft™ into assigned vertical segments to new and existing customers.
- Demonstrate our products showcasing features, product value and alignment to customer's business problems.
- Develop vertical segment domain expertise. Develop and understanding customers workflows and technology requirements and present solutions that satisfy those needs.
- Achieve sales targets as agreed upon with executive leadership.
- Identify and sell additional consulting services and custom development opportunities aligned with customer's business problems.
- Engage with customer senior business decision makers and key influencers.
- Provide an understanding of value-based solution selling to the company team.
- Partner with integraSoft Marketing and Product Management teams to ensure campaigns, collateral and the product are aligned with vertical segment strategy to acquire new customers.
- Manage your sales pipeline and sales forecast.
- Utilize CRM/SFA tools to track and monitor results against metrics. Provide monthly, quarterly and bi-annual sales forecasts and achievement reports.

## Qualifications Include:

### Required:

- 2+ years experience in B2B solution sales.
- Motivation and drive to succeed. Passion for selling technology-based solutions.
- Proven ability to develop and present vision, strategies and value propositions to business decision makers at all levels.
- Strategic account planning experience.
- Knowledge of the value propositions of competitive solutions.
- Practical formal solution sales methodology experience.
- Strong analytical problem-solving skills.
- Excellent collaboration/teaming skills.
- Outstanding communication and presentation skills with the ability to present solutions to prospects via webinars or on the phone.
- A Bachelor-level degree in Business, Marketing, Computer Science, Engineering or other relevant discipline.
- Practical CRM and/or SFA tool use.
- The ability to travel on a moderate basis (targeted at < 20%).

### Preferred:

- Demonstrated success selling technology solutions such as ERP, CRM and/or Financial software and/or services offerings to highly complex environments.
- Small and Medium Business market segment experience.
- Regional or National selling experience.
- Experience working as a “field-based” seller.
- Experience and knowledge of our key competitors such as Quick Pro, Microsoft Dynamics, NetSuite, Epicor, Infor/BAAN, JDEdwards, or others in the SMB and enterprise space.
- CRM and/or Microsoft Office 365 solution sales experience
- Distribution software experience and/or distribution industry experience.

integraSoft, Inc. offers a competitive compensation package, including healthcare benefits and a 401(k) plan with a possibility for employer matching. Our work environment is professional, yet casual.

**FOR MORE INFO OR TO APPLY:** please see our Careers page at <http://www.integraSoft.com> or email your resume contact us at [jobs@integrasoft.com](mailto:jobs@integrasoft.com). No phone calls, please. LinkedIn: <http://www.linkedin.com/company/integrasoft-erp-solutions>