

Software Sales Associate

Smart Software, Inc. is a growing, Boston-based supply chain software company that specializes in application software for demand planning, forecasting, and inventory optimization. In business since 1984, our worldwide customers include industry leaders such as GE, Monsanto, Siemens, Purdue Pharma, Thermo Fischer Scientific, Disneyland Resorts, and The Coca-Cola Company, as well as hundreds of small and midsize manufacturing and distribution companies.

We have an outstanding opportunity for an associate in technical, B2B software sales. The sales associate will have the opportunity to work with our Director of Sales and learn all aspects of our technical software sales process. He/she will quickly assume responsibility for participating in the identification, qualification and closing of sales prospects interested in Smart's demand planning, forecasting and inventory optimization software products.

Responsibilities:

1. Learn Smart Software's SmartForecasts[®] Enterprise forecasting and planning software and how it can be applied to supply chain business problems in a variety of industries.
2. Sales lead generation: Identify and qualify new sales leads via telemarketing, email contacts, and participation in tradeshow activities.
3. Explain to sales leads how statistically-based forecasting and planning solutions can benefit their company's bottom line.
4. Provide web-based demonstrations of Smart Software products to qualified sales prospects.
5. Participate with Director of Sales and other members of sales team in closing sales of software products and related services.

Qualifications/Requirements:

- BA or BS degree in management, marketing, engineering or related liberal arts field
- 2-4 years of direct sales experience, preferably in a B2B software firm or similar high tech company
- Energetic self-starter with excellent communication skills (verbal, written, presentations/demonstrations)
- Familiarity with Windows-based business planning software systems
- Basic understanding of statistical concepts, methods, etc.
- Facility with Microsoft Office suite (Word, Excel, PowerPoint)
- Some work-related travel
- U.S. citizen or ability to work in U.S. without sponsorship.

Desirable:

- Knowledge of supply chain/ERP/demand planning software markets
- Knowledge of statistical forecasting and inventory management processes
- Hands-on experience using CRM systems, especially SalesLogix.

Please email resume and cover letter (no calls please) to gregoryh@smartcorp.com. Qualified candidates will be contacted to set up a phone interview.