

## Sales

This is a highly motivated and aggressive team responsible for developing new business opportunities, and responsible for nurturing and growing relationships with clients. Their product and industry savvy profile helps them build a pipeline of clients leading to new acquisitions and their excellent relationship building skills leads to growth in existing business.

They collaborate with internal stakeholders' right from customer experience to customer fulfillment to maximize long term success of newly acquired customers. Top notch client service all the time keeps them going, and winning a new business gets their adrenaline pumping.

### Key responsibilities:

- Nurture and grow relationships with clients to lead growth in existing business
- Implement creative ways to improve our customer relationships and promote other ValueFirst products
- Deliver outstanding customer service experience by phone, email and/or face to face meetings
- Collaborate with customer experience and product team on new feature development
- Understand customers' diverse, specific business needs and apply product knowledge to meet those needs with the company's products
- Manage Sales pipeline, ensuring the pipeline is robust and will meet the targets including accurate and timely reporting of the pipeline and prospects in the pipeline
- Represent our company at industry events and meetings

### Qualifications:

#### Minimum qualifications:

- Sales experience in solution selling and experience working with SAAS products
- Excellent communication skills and strong negotiation skills
- Excellent relationship building skills

#### Preferred qualifications:

- Excellent networking in respective locations
- Expertise in technology solutions, products, industry
- Proactive, responsible and proven ability to work well with a team
- Ability to build influential relationships
- Proven ability to manage multiple tasks at a time