

Direct Sales Representative

Corda Technologies Inc, a 14-year old company with rapid growth, a leader in data visualization and business dashboard software, is expanding the sales team.

We are searching for a hard working direct sales representative with 3+ years of sales experience that enjoys working as an individual contributor but part of a highly productive and dynamic sales team.

As one of the best places to work in Utah County, Corda offers a competitive base salary along with an exciting commissions & benefits package including medical, dental and vision insurance, 401(k) retirement plan, life insurance, short-term disability insurance, and a fun and active environment.

The position will report to the VP of Sales. Some of the job responsibilities will include:

- Identify opportunities with current accounts/clients and act on leads generated by the business to achieve quota
- Leverage resources to sell all product solutions and services
- Manage all customer and account sales contacts within a territory, looking for opportunities to provide additional solutions to existing clients.
- Develop, implement and execute strategic sales plans to close opportunities and minimize competitive losses
- Negotiate pricing discussions and help draft and close contracts
- Strategically manage ongoing relationships via account planning and sales forecasting processes and tools
- Drive revenue and close opportunities by developing best-practice sales solutions
- Demonstrate excellent product, company and industry knowledge
- Enter and maintain accurate and pertinent account information in CRM tools

Requirements

- BA/BS degree preferred
- Strong sales skills and experience preferred (3+ years)
- Customer service and satisfaction focused
- Ability to communicate with people at all levels, from high profile customers to small business owners, from c-level executives to line-of-business owners
- Previous experience in selling technology software skills preferred
- Excellent communication and presentation skills
- Good time management and organizational skills
- Personality suited to working in a team environment is essential

For IMMEDIATE consideration please email your resume to Corda Human Resources: jobs@corda.com