



Profitool, Inc.

JOB DESCRIPTION

MARKETING AND SALES EXECUTIVE – PROFITOOOL 6

Profitool, Inc. is pleased to announce the opening of a position as Marketing and Sales Executive for the Profitool 6 application. The successful candidate will be a regular, full-time employee and work under the direction of the Executive Vice President of Profitool.

DUTIES AND RESPONSIBILITIES

The individual working in this position will:

- ◆ Work as part of a team to establish a marketing and sales program for the Profitool application;
- ◆ Assist in establishing a Sales Department and lead department in sales efforts of Profitool 6;
- ◆ Attainment of assigned sales goals;
- ◆ Produce accurate sales forecasting;
- ◆ Manage the full sales cycle and drive customer success to referencability;
- ◆ Perform lead role in demonstrating Profitool software application to prospective clients, supported by a Software Engineer in operating the product;
- ◆ Oversee and manage responses to Requests for Information (RFIs) or Requests for Proposals (RFPs) in coordinated Profitool responses;
- ◆ Perform lead role in selling existing clients of Profitool additional user licenses and/or new operating platforms supported by Profitool; and
- ◆ Other duties as may be required.

QUALIFICATION REQUIREMENTS

To successfully fulfill this position, the individual must have sufficient education and experience to work with a wide array of professional and non-professional personnel. Each candidate will demonstrate a multi-year track record of meeting or exceeding their sales quota within the same company. The person must be a self-starter who is well-organized, is an excellent communicator and can build relationships at multiple levels (including the “C” level and across multiple functions of an organization), and possesses strong administrative and telephone skills. The candidate must have the ability to develop, qualify, and manage an active sales pipeline to drive quarterly and annual sales results. The successful candidate must also have a demonstrated knowledge and understanding of computer hardware/software and telecommunications terminology.

EDUCATION AND/OR EXPERIENCE

The successful candidate will have a bachelor's degree or higher (preferably in marketing or sales) and demonstrated history of good marketing and sales skills (preferably in the construction industry, selling enterprise accounting systems). Equivalent experience may be substituted for education.

Excellent compensation package. Salary and compensation package depends on experience. Profitool complies with all affirmative action requirements and is an equal opportunities employer.

For more information about Profitool, please visit our web site at www.profitool.com. Interested parties may apply by submitting their resume and cover letter to humanresources@profitool.com.