

|   |  |
|---|--|
|  | <p align="center"><b>Job Specification</b></p> |
| <p align="center"><b>Software Sales Executive</b></p>                             | <p align="center">Ref: VS_Sales_04</p>         |

Software sales opportunity for a proven and ambitious sales professional. This is an exciting opportunity to join a long-established and successful company; this role is Dublin-based. Vulcan Solutions is a specialist in Microsoft Dynamics CRM. We are a leading provider of CRM and custom software solutions to the financial services sector, government and other sectors.

**Job Description**

The Sales Executive will be responsible for selling software solutions and services to corporates and government bodies. The package is negotiable and will comprise competitive base salary plus commission.

**Responsibilities**

- Locate, develop and close sales opportunities in our target sectors.
- Understand customer requirements and align products and/or service solutions accordingly.
- Present our offering to customers, provide detailed proposals, respond to tenders.
- Maintain quarterly sales plan, provide accurate pipe line forecasting to the business.
- Deliver on agreed Revenue and KPI targets.
- Represent the company at sales events.
- Work as an integral part of the business leadership team to develop and grow the business.

**Requirements for the Role:**

- 6+ years of software sales experience, preferably in CRM sales.
- Experience of selling high-value contracts involving multiple decision makers.
- Track record of meeting and beating sales targets.
- Familiarity with key Microsoft technology for business environments.
- Excellent knowledge of the Irish market-place.
- Demonstrable network of strong, leverage-able relationships with potential clients.
- Degree level qualification, preferably in IT or Business.

*Advantageous:*

- Experience of selling solutions on the MS CRM platform.
- Experience of selling to Government and major corporations.

**Attributes of the Sales Executive:**

- This person is an ambitious and dynamic self-starter.
- This person has sound business acumen.
- This person is capable of liaising at Manager or Director level across various functions in target organisations.
- This person can identify, influence and negotiate with key decision makers.
- This person is an effective networker who will develop and maintain long-term relationships.
- This person has excellent communication skills: interpersonal, presentation, written.

Applications to be sent by e-mail only, to **recruit2012@vulcan.ie**.

Please include a detailed Curriculum Vitae and covering letter, and quote the job ref number.

**Vulcan Solutions, Vulcan House, Parkmore East Business Park, Galway.**

[www.vulcan.ie](http://www.vulcan.ie)