



# Going Paperless Has Never Been Easier!

## Software Sales – Business Development – Tampa, FL

### About IntelliChief

Established in 2005 and partnered with major ERP software vendors, IntelliChief is an industry-leading provider of Electronic Content Management (ECM) software solutions for automating accounts payable processing, sales order processing and other mission critical business processes requiring compliance. Noted for our robust and superior software, highly trained professional service engineers and world class customer support, we deliver ECM solutions and are well regarded for superior quality and excellence. We are a socially conscious employer, dedicated to being good corporate citizens, and attribute the company's success and growth to the technical expertise, loyalty and dedication of our employees. We are growing again, seeking experienced and enthusiastic team members in our **Tampa, FL** office to help us reach the next level of growth. We offer a diverse and open working environment, fostering a creative and dynamic company culture where highly motivated and intelligent team members can excel.

### About the Job

- Work with C-level executives to demonstrate the value proposition of our enterprise-class Document Management, Capture and Workflow software solutions that, when installed by our team of implementation professionals, allow mid to large enterprises to go paperless in all their internal business process including purchase-to-pay and order-to cash.
- Collaborate with Marketing on Lead Generation campaigns and Audience Recruiting efforts.
- Follow up over the phone and by email with all assigned prospects generated by algorithms to determine interest based on web visits, download activity, demo requests, webinars, trade shows and other coordinated marketing and sales campaigns as directed by sales management.
- Effectively communicate product feature and benefits to clients to successfully generate user interest in software solutions
- Consistently maintain account, contact, activity and opportunity information in Salesforce CRM database.
- Consistently attain activity metrics, including calls per day, meetings set, and sales qualified leads.

### About You

- You must possess a Bachelor Degree and have a proven track record of 2 years of sales experience, preferably in inside sales/lead generation in software to be considered for this position
- You take the initiative to learn new things, and achieve results and defined goals.
- You must be able to understand and articulate the features and benefits of our content management, workflow, capture solutions and coordinate internal resources.
- You must be a self-starter, strong communicator, highly organized and able to schedule appointments, demonstrate products, prepare written communications, evaluate and respond to RFPs, handle objections, and perform a variety of follow-up activities as necessary.
- You have excellent phone and email campaign management skills.
- Most of all, you must be a self-driven hunter who is driven to succeed, thriving on the thrill of winning, ready to champion our solutions to the benefit of our customers while proving yourself for the opportunity to get into our field sales team.

## About the Compensation and Benefits

- We offer a competitive base salary and lucrative commission plan.
- We also offer a very generous benefits package includes health, dental, vision, short and long-term disability, paid time off, volunteer day, and matching 401(k)

This position does not reflect a complete list of duties and responsibilities and is subject to change.

**\*This position is not eligible for relocation assistance\***

## The Next Step

If you want to make a difference and be part of a growing technology company providing software solutions to some of the country's largest and savviest companies, we welcome you to please email your resume along with a short letter describing why you would like to join the IntelliChief team to [recruit@intellichief.com](mailto:recruit@intellichief.com) or apply via LinkedIn with your resume.



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*It is IntelliChief's policy to provide equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state or local law.*