

Software Sales Business Development Representative

IntelliChief, LLC – 13095 North Telecom Parkway, Tampa, FL 33637

Are you looking for the “start-up” feel in a well-established and rapidly growing company? As an industry-leading provider of Electronic Content Management (ECM) software solutions, highly regarded for our robust and superior software, we take pride in only hiring highly trained, top in their game, Business Development Representatives, Content Marketing Managers, Software Sale Account Executives, Enterprise Sales, and Sales Engineers to be a part of our Sales & Marketing A-Team at our **Tampa, FL** Office!

We need a [Software Sales Business Development Representative](#) who will help us reach our next level of growth by seeking out and building new business opportunities by contacting and developing relationships with potential customers. To be successful in this role, you should have previous experience developing leads from marketing campaigns and meeting sales quotas. We have an amazing product, you just have to let the world know about it! You will use your awesome marketing and communication skills to cultivate strong relationships with customers, from the initial contact until you help close the deal. If you are motivated, results-driven and enjoy working in a team environment come join an organization where your boosting sales know-how and contributions will be recognized and make a difference!

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.
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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
- Motivated self-starter, positive and can-do attitude, willing to go the extra mile to boost sales

About Compensation and Benefits

We offer a competitive base salary based on your background and level of experience with an outstanding opportunity to learn while you perform and career advancement in a growing enterprise. We also offer regular company social events, a very generous benefits package which includes health, dental, vision, short and long-term disability, paid time off, one day paid volunteer day to volunteer for the charity of your choosing as well as a company 401(k). Good stuff!

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, take a look at our website at www.intellichief.com and send your resumes to recruit@IntelliChief.com

Our Story



Established in 2005 and partnering with leading ERP software vendors, IntelliChief is a leading provider of software solutions for going paperless within mid to large size enterprises. Noted for our robust and superior software, highly trained professional services and world class customer support, we deliver solutions well regarded for quality and excellence. We attribute the company's success and growth to the technical expertise, loyalty and dedication of our employees and by being a socially conscious employer, dedicated to being good corporate citizens. We seek experienced top-notch team members, to help us continue our next level of growth. Offering a diverse and open working environment, fostering a creative and dynamic company culture where highly motivated and intelligent team members can excel and reach their career potential.

IntelliChief, LLC is a proud Equal Opportunity Employer – we do not just accept difference – we celebrate it, we support it, and we thrive on it for the benefit of our employees. We do not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.

