

Position Description: Software Sales Rep at AWH

Summary

Small but GREAT firm is seeking a Sales Representative to continue to grow our firm. AWH is a 23-year old company on the leading edge of everything tech. Your job will be to bring on new client engagements by nurturing relationships in the central Ohio community. Once you establish a successful track record, the possibilities for regional and national expansion are limitless.

Daily Life

- **Prospecting:**
Accomplish daily best-practice prospecting through cold calling, emailing, social media, meeting for coffee, hanging out at events – or anything else that is legal and effective. (Sandwich board spinning?) You know that building a funnel is about methodical yet creative effort.
- **Consultative Selling:**
Communicate our ability to help clients to overcome problems or capitalize on opportunities through the building of great digital products and by becoming better at building great digital products. Do this often enough and well enough to meet the company's new business objectives.
- **Team-Centric**
You must play well with others. Our culture is fun and drama-free. You will work closely with a sales engineer to write SOWs for all kinds of digital products. If you're looking for a cool sales gig in the technology space, there is no better team to work with.

Skills You Bring

- A track record of consultative sales success
- Creative intelligence
- Dexterity of thought
- Ability to listen and understand as much as you talk
- Confidence
- Knowledge of subject matter
- Comfortably interact with people in a variety of settings (Yes, you talk to people in elevators)
- Excellent communication skills
- Sense of humor
- Outstanding follow through
- Ability to travel locally as needed with occasional regional or national travel down-the-road
- Embody the spirit of "BE GREAT"

Your Background Should Be

- A Bachelor's degree in business or a relevant field of study
- Knowledge of the digital product space
- Sales and business development experience, 1-2 years

Your Rewards

In addition to the intrinsic reward of personal satisfaction for a job well done you will get and earn the following:

- Base salary
- Commission
- Total first year possible income to exceed \$70,000 – there is no cap, so show us what you can do
- Comprehensive benefit package
- Work with interesting people on interesting things

Interested? Email: robin.walters@awh.net