



Procede Software is seeking local candidates to join our team as a **Sales Manager**. The ideal candidate will bring professional sales techniques, excellent problem resolution, leadership, and communication skills.

Procede Software is the leading provider of Windows™ and Browser software to heavy truck, trailer, bus and equipment dealerships in the US and Canada. Our expertise defining, developing and delivering complete, end-to-end solutions for dealerships is unique in the industry.

Located in Sorrento Valley, Procede Software has a fun, relaxed and positive work environment. To learn more about Procede Software visit our website at www.procedesoftware.com. Procede Software is an Equal Opportunity Employer. Only local candidates need apply.

Location: San Diego, CA

Type: Salaried/Full Time

Compensation: Competitive DOE

Job Description: The Sales Manager will build the Procede Software market position by defining, locating, and developing business relationships. This position will also employ professional sales techniques, demonstrate product knowledge, manage team and foster long-term executive level relationships with customers, partners, manufacturers, and industry leaders.

Responsibilities:

- Drives sales efforts; making every effort to achieve or exceed sales goals and objectives, helping to increase market share
- Supports the development of annual sales plan, goals, objectives, and special sales project
- Monitors sales activity and evaluates against goals, using available CRM data and other metrics to measure growth, opportunity and productivity
- Maintains and demonstrates knowledge of industry competitors and partners, with ability to communicate Procede distinction, differentiation, benefits, and value of proposed solutions
- Plans for, prepares and delivers audience appropriate presentations and proposals to executives, decision makers, and prospects
- Identifies new business opportunities within existing vertical market and identifies new market opportunities
- Attends events, trade-shows, and sales meetings
- Works closely and cross-functionally with marketing team, utilizing company prepared marketing materials and identifying areas of opportunity for new and updated communications
- Works closely and cross-functionally with other internal teams to assist with customer, prospect, or sales department needs and processes
- Develops sales leads, handles exploratory calls, and follows the sales cycle through product demos, email and phone follow-up, handling objections, and contracting
- Discusses specific operational and business needs with customers and prospects and prepares contract for software, services, and maintenance

- Responsible for complete knowledge of all general conditions on the contract and collecting a signed copy of the contract along with deposit payment, ensures customers understand the conditions of the contract, and maintains proper paperwork on changes and addendums to original contracts
- Maintains a customer database, using CRM, and will produce phone logs and detailed sales correspondence summarizing activity when necessary
- Researches market and industry to understand competition, market trends, and consumer attitudes
- Attends training classes to stay up to date with changes and enhancements to company products and services
- Performs other duties as assigned by management

Qualifications:

- 7 years demonstrated experience in the field or in a related area
- Must be able to travel 25-50% of time, to possibly include weekends and holidays
- Ability to effectively work with management, staff, vendors and customers to achieve results
- Skills in listening and problem resolution, and ability to respond calmly and professionally when addressing the needs of staff, vendors, and customers
- Ability to communicate clearly, concisely and accurately, while demonstrating initiative, patience, and courtesy
- Excellent oral and written communication skills and continual attention to detail in composing, typing and proofing materials for grammatical and spelling errors
- Ability to practice good time management, punctuality, and reliability
- Demonstrated ability to process information timely and complete work within deadlines, and able to cope with peak periods of activity
- Flexible, well organized, and able to prioritize work and numerous tasks
- Ability to independently multi-task and follow assignments through completion with innovation
- Relies on experience, instructions, guidelines, and judgment to plan and accomplish goals, while demonstrating creativity and latitude
- Working knowledge of computers and electronic data processing; experience with Microsoft Office software, web tools, and Customer Relationship Management tools; working knowledge of modern office practices and procedures
- Ability to maintain strict confidentiality

Education:

- A bachelor's degree in a business-related field is required

 Submit your Resume