

Excel Automation Advisor

Overview:

If you enjoy hunting new business and the thrill of the WIN, along with building relationships with Fortune 1000 enterprises we have the position for you at Global Software, Inc.

Commission is uncapped and there are no territory restrictions! You can develop net new account relationships in any locale in North America! There is significant room for career growth in our Sales organization. We enjoy a position as the market leader known for the world's first Excel Reporting and Automation solution, Spreadsheet Server.

As an Excel Automation Advisor you will drive sales for Global's flagship tools, Spreadsheet Server and Enterprise Budgeting into net new accounts across North America. You will manage all aspects of the sales process including lead management, qualification, evaluation, close and account care. This role is for the entrepreneurial professional possessing advanced hunting skills and a solid book of business, particularly in the ERP sectors of SAP, Oracle, JD Edwards and Microsoft Dynamics GP, NAV & SL. This role is a quota-carrying sales position that plays an integral role in the success of the overall sales team.

Job Description (what you'll be doing):

- Create strategic, long-term relationships with corporate leaders across North America
- Execute account sales to meet and exceed sales goals (quotas) through prospecting, qualifying, managing and closing sales opportunities
- Develop and manage sales pipeline, prospect and assess sales and move a large number of transactions simultaneously through the sales pipeline by selling via WebEx, over the phone, and in person
- Manage and track customer and transactional information and provide regular reporting of pipeline and forecasts in Salesforce.com
- Coordinate resources throughout the sales cycle, including product support and sales engineering
- Coordinate initial product demonstrations and general support to prospective customers
- Nurture and expand the company's relationship with customer accounts of all sizes
- Keep abreast of competition, competitive issues and products
- Practice effective, excellent communication with management, customers and support staff
- Participate in team-building and company growth activities including strategy setting, sales training, marketing efforts and customer care
- Travel to customer locations in support Executives, Solution Support Team and other Team members from departments throughout Corporate

Requirements, Qualifications, Skills and Knowledge:

- Experienced: Proven track record of success with complex sales in exceeding quotas while developing repeat business
- Domain: Experience with Microsoft Excel based applications, analytics data, proprietary reporting tools or business intelligence preferred. Bachelor's Degree with a technical or business focus also preferred
- Performer: Consistent overachievement of sales goals with demonstrated experience in cultivating and delivering new accounts. An obsession to bring in new customers and maximize revenue....a Closer
- Excellent Communication: Superior communication skills with a high level of professionalism...you know what to say and how to say it
- Competence: Highly driven...you can go beyond relationship management and are willing to go the extra mile with a strong work ethic; self-directed and resourceful

About Global Software, Inc.

Global Software, Inc. is the No.1 worldwide provider of Microsoft® Excel-based reporting and automation solutions to ERP systems including SAP®, Oracle®, JD Edwards®, among others. Global's tools enable spreadsheet users to gain live access to ERP data within Excel for secure financial and operational reporting, budgeting, and automated report delivery. The Reporting Suite is comprised of the flagship Spreadsheet Server, Distribution Manager, and Enterprise Budgeting. Founded in 1973, Global's tools are used in 50+ countries, and support over 5,000 customers and 500,000+ users with a 24/7/365 services and support infrastructure. In addition, Global's worldwide partner channel is comprised of over 120 member companies.