

Position: Sales Executive – SMB Market
Reports to: VP Sales – North America
Location: Horsham, PA
Comp: Base \$75-85k, + commission/OTE \$135k (year one)

Astea is a global provider of software solutions that offer all the cornerstones of field service lifecycle management, including customer management, service management, asset management, mobile workforce management and optimization. For more than 30 years, Astea has helped more than 700 companies achieve new levels of service excellence.

We're looking for a seasoned, high-energy, and driven Sales Executive with a strong knowledge and experience in selling end-to-end service management software solutions to businesses with less than 50 service technicians. ***You should excel in a value-driven sale.*** We are seeking someone with a background in SaaS with strong experience in B2B prospecting, lead qualification, and a proven track record of over-achieving quotas.

In this role you will join a small team in a fast paced environment where you'll work within an assigned territory. We're looking for those that are passionate about customers, closing deals, technology and have strength in presenting business value.

Responsibilities

- Own, manage, and drive the full sales cycles from first contact through contract negotiation/close while ensuring satisfied and referable customers.
- Dig in and be hands on in learning the product and leverage your multi-channel presentation skills through product demonstrations both in person and via web-based presentations.
- Achieve sales quota through identifying, qualifying, and closing business in your territory.
- Maintain updated sales records and prospect status in our CRM.
- Must be able to manage 3x of goal
- Forecast sales activity, revenue achievement, and update activity/prospect status in weekly sales meeting.

Background/Requirements

- 7+ years experience selling software or technology solutions, services, or applications.
- Strong experience building a pipeline, qualifying, and identifying deals you can close.
- Proven track record of achieving and exceeding sales and revenue goals with consistent earnings of 125k + while carrying a **minimum** \$750,000 quota.
- Demonstrated strength in building and managing relationships along with presenting to a diverse audience from business champion, technical teams, to business owners.
- Demonstrated experience managing the full sales cycle; from prospect, demo, contract negotiation and close.
- Successful experience selling into diverse companies in the SMB market
- Demonstrated written and verbal communications skills.
- Previous Sales Methodology training, CRM experience
- Proficient computer skills, Sales Management systems, online tools (WebEx), and MS Office.
- Communicate effectively both internally and externally including C-level executives, developers, business owners, Product Managers, etc.
- BA/BS degree required.
- Ability to travel 20%

Other desired traits

- Positive attitude, ambitious, and a passion for building a valuable business.
- Technically savvy with strength in communicating business value.
- Flexible and adaptable with a commitment to “win.”
- Strength in working in small teams as well as independently.