



Vision...Expertise...Results



Winner of the 2009 IMPACT Award
Business Solution - Finance (ERP)
Provider of the Year



Required Immediately: Senior Sales Executive

Second Foundation provides relevant industry-specific software solutions for the Food, Agriculture, Retail, Industrial Manufacturing, and Professional Services sectors. We build on existing business foundations and processes to creatively help a company plan their future and improve cash flow and profitability. We provide clients with trusted guidance and choice through our knowledge of accounting controls, business processes and technology. Combined with a creative and proactive consulting approach, these are the building blocks we use to deliver our focused solutions.

Join a 16 year culture of achievement through teamwork and learning. Recognized as a Microsoft Dynamics Partner of the Year in 2008 and a regular President's Club member, we provide value based products and services based on client needs. This means a stable employment environment with room for growth and development.

Click [here](#) to learn more about Second Foundation.

We are looking for **Senior Sales Executive** to join our Sales team in the US office:

Senior Sales Executive:

The Solutions Sales Executive is responsible for sales growth and quota attainment through the sales & implementation of software solutions. The SSE must be comfortable selling in both a team based environment or independently and be able to develop strong internal relationships, especially with all Sales Groups, Pre/Post-Sales Support personnel, Marketing and Management team.

The SSE must gather competitive information, brochures, marketing initiatives and strategic positioning, and sharing the information with team members. Providing a professional liaison with customers in assigned territories, ensuring excellent customer service. Developing and executing strategies with the intent of increasing software solutions sales.

- 5+ years in Software sales/software advisory capacity.
- A Bachelor's degree or equivalent is a must (preferably in Business/Commerce)
- A desire to be best in class
- Excellent prospecting skills and new business generation skills
- Self motivated
- Above average computer Hardware/Software skills
- Technical Aptitude

Submit resume to recruit@second-foundation.com