



POSITION: Technical Sales Professional

Job Summary

We are actively seeking dynamic sales professionals who thrive in an aggressive growth, rapidly evolving professional environment to sell high tech solutions throughout the United States.

Job Duties and Responsibilities

- Consistently meet and exceed forecasted sales numbers.
- Develop and execute a strategic business plan for a geographic territory.
- Keep current on evolving technical and commercial developments in the marketplace.
- Build and manage a pipeline through cold calling, partner leads, and marketing initiatives.
- Coordinate and facilitate all aspects of the complex sales process, from prospecting, to concept development, to close.

Job Requirements:

Experience Requirements:

- A minimum of 3 years of successful outside sales experience in the enterprise software arena (preferable Enterprise Content Management, Document Management or ERP).
- Measurable success in selling large (at least \$100K), complex solutions to executive-level decision makers across various industries is required.
- **Experience selling the following types of software packages is a plus: Document Output Management (DOM), Enterprise Content Management (ECM), Imaging, Archival, Document Customization or Payment Processing.**

Knowledge, Skills and Abilities Required:

- Strong written communication skills.
- Clear and confident presentation, verbal and interpersonal skills.
- Candidates must be able to demonstrate that attention to detail and accuracy are strengths.

- Candidate must have a strong technical background with a basic understanding of databases, clients, hardware, etc.
- ECMP, CDIA, PMI Certifications, process analysis, project management skills, HTML, graphics skills are pluses.

Behavioral Attributes:

- Hunter mentality – must be able to close net new business.
- Sound work ethic, good organizational skills and the ability to prioritize to meet daily work responsibilities and deadlines.
- Reliable and able to work independently, but also able to work well within a team selling environment.
- Model Harvest Style behaviors: Unquestionable Integrity, Superior Performance and Never Satisfied.

Education Requirements:

- BS/BA degree is strongly preferred.
- Above average level of technical proficiency with MS Office and hardware products necessary to conduct business related functions.

Submit cover letter and resume to recruiting@harvesttg.com for consideration. Please include position number CL38 in the subject line when applying. All resumes will be kept on file for a minimum of six months.

Harvest Technology Group, Inc. is an Atlanta-based Document and Content Management solution firm that provides strategic consultation and third-party software sales, integration, implementation and support services to valued clients in the United States, Canada, and Europe.

We offer extremely competitive compensation packages to the right candidates.