

INSIDE SOFTWARE SALES / ACCOUNT MANAGER

Location: Westborough, MA office, USA

If you desire to work in a casual environment with a friendly group and receive a solid base salary and generous comp plan, then read on...

We are a successful software company with partnerships with Microsoft, CA, HP and EMC expanding the sales staff in the Westborough office. (Located off of 495 in Westborough MA)

C2C offers email archiving and management solutions, which reduce risk, optimize performance and minimize compliance issues for over three million users at more than 2,000 organizations world-wide.

The ideal candidate will be experienced in B2B sales with no less than 5 years experience. You will manage a defined territory and will be responsible for generating new business. This position will require some travel.

Duties:

- Attain an aggressive annual revenue target while providing accurate fore-casting and pipeline
- Prospecting/cold calling within a territory
- Manage the entire sales process from prospect to close
- Make 40-60 calls per day

Requirements:

- 5 years of inside sales experience in B2B Sales
- Past experience in a HUNTER role, preferably in software sales
- Experience solution/strategic selling in a complex environment
- A university or post-secondary degree preferred

If you want to work for a company that has received accolades from leading analysts in a market projected to achieve fourfold growth in next 3 years, please forward your resume to hkus@c2c.com.